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DECEMBER 9 1961

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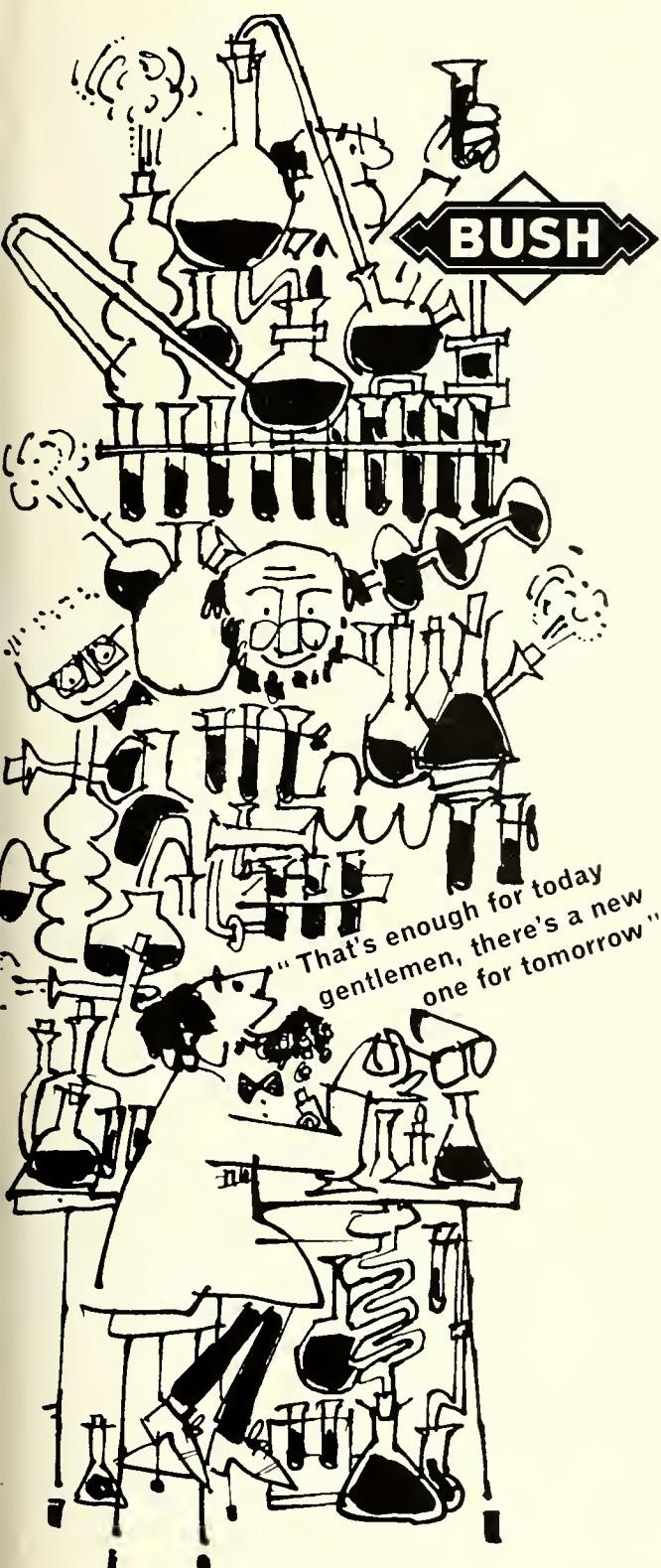


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THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 176

December 9, 1961

No. 4269

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The CHEMIST AND DRUGGIST

DECEMBER 9, 1961

No. 4269

"Cruel" Poisons Bill TO AMEND PHARMACY ACT

THE Animal (Cruel Poisons) Bill was published on November 29 (H.M. Stationery Office, price fivepence). Its intention is to prohibit the killing of animals by "cruel" poisons, to set up an Animal Poisons Committee, and to amend the Pharmacy and Poisons Act, 1933.

The bill would prohibit the use of "any designated poison" for the killing of animals. The Animal Poisons Committee is to investigate the relative cruelty and effectiveness of poisons "which are or might be used for killing animals." The committee is to advise the Home Secretary and if he is satisfied that a poison cannot, without undue cruelty, be used for the purpose of killing animals, "and that there exists an adequate alternative method of killing such animals (whether by poison or not), he may designate that poison a cruel poison. . ." The committee is to consist of eleven members of whom five are to be appointed by the chairman of the Poisons Board, two members are to be appointed by the Royal College of Veterinary Surgeons, two by the British Veterinary Association and two by the Secretary of State "from among persons who have been active in promoting the humane treatment of animals." It is also intended that the Secretary of State's power to make Rules under section 23 of the Pharmacy and Poisons Act 1933 "shall cease to include the power to make rules authorising the sale or supply of any designated poison for the purpose of killing animals, and any authority granted to any person to purchase or use any designated poison for such purpose shall cease to be valid." The Bill includes an exemption in respect of scientific research.

A "Fine" Reduced

MINISTER DISAGREES WITH COUNCIL

THE Minister of Health has informed Worcester Executive Council that it must reduce the "fine" it recommended imposing on a company of chemists in the city. The Pharmaceutical Services Committee, which investigated an allegation against the company, found that, in failing to dispense "with reasonable promptness" an urgent prescription while the pharmacy was still open for private dispensing, the company was in breach of its terms of service. After hearing that the prescription for drugs for a man's fourteen-months-old son had been specially endorsed "urgent" by the doctor, the Executive Council

upheld the committee's decision to recommend the Minister to issue a reprimand and to withhold £25 from the company's remuneration. The Executive Council was later informed that the company had made representations against the "fine," and the Minister, while appreciating the seriousness of the breach, considered that a smaller sum would be more appropriate, particularly as it was the first occasion on which the terms of service had been contravened by the company. The Council had replied: "Although this was the first occasion . . . notwithstanding that they (the company) undertook a heavy amount of dispensing, the fact remains that the patient was deprived of service and it is submitted that the most serious aspect of this case was that the service was urgently required. . . . When a company sets itself out, as this one does, to provide an excellent dispensing service, it seems particularly deplorable that a patient cannot get a prescription, and an urgent one at that, dispensed when the establishment is open for business. To plead pressure of work seems quite irrelevant, since there was nothing to have prevented the establishment being closed." The Ministry answered: "The Minister has

carefully considered the Council's comments, and in assessing the amount of the penalty, in the light of the company's representations, felt that credit must be given for the heavy volume of dispensing which the company has undertaken, both over a period and at the particular time. Since there has been no previous contravention of the terms of service, he [the Minister] is prepared to treat this case as disclosing an isolated occasion. The Minister has decided therefore, after careful consideration of the case, to impose a withholding of £10 only.

F.I.P. Conference 1962

DATE CHANGED TO AVOID CLASH

THE F.I.P. Conference at Vienna is to take place from September 24 to September 29, and not as previously arranged. That information was made known at the meeting of the Council of the Pharmaceutical Society on December 6. The change was necessary because the dates previously chosen clashed with a medical congress.

Hypodermic Syringes

WORLD STANDARDS AGREED

AGREEMENT aimed at making hypodermic syringes and their needles fully interchangeable regardless of country of origin has been reached by the technical committee of the International Standards Organisation at a meeting in Paris recently. The committee agreed on dimensions and tolerances for the conical fitting used to connect hypodermic needles with syringes. The standard dimensions are for fittings having a 6 per cent. taper, the British and Ameri-



BIRTHDAY PRESENTATION: To Dr. T. E. Wallis on his eighty-fifth birthday by the pharmacognosy staff of Chelsea School of Pharmacy (see p. 627). From left to right, Dr. E. J. Shellard, D. C. Harrod, Dr. Wallis, Miss M. Poulter, Mrs. G. Jolliffe, J. D. Phillipson, Miss M. Lees.

can custom for some years, and so there will be interchangeability between fittings made in accordance with the proposed ISO recommendation and those of the Luer type which are already specified in British and American standards. Although it is intended that the 6 per cent. taper will eventually become a standard throughout the world, as an interim measure the proposed recommendations will contain standard dimensions for a 10 per cent. conical taper because fittings with such a taper, which are frequently not interchangeable, continue to be made and used in a number of countries. In addition to the important step forward on conical fittings, the committee has also agreed on some basic requirements for hypodermic syringes and needles. Those requirements include a range of standard sizes for needles, and needles in that range, whether designated in inch or metric dimensions, will in fact be of the same size.

"Direct Supervision"

INTERPRETATION BY MINISTER

THE Salford Executive Council has recently considered a case which involved the interpretation of the phrase "direct supervision" in relation to dispensing, states a report in the *Executive Council* for December. The Council found that a test prescription had been dispensed inaccurately and furthermore that lack of supervision in the dispensing of the prescription had occurred. The report adds that there was an appeal to the Minister by the chemist contractor who did not dispute there was a breach of the terms of service but contended that the prescription was dispensed under the direct supervision of the pharmacist on the grounds that although the pharmacist at the material time was standing at the entrance to the dispensary talking to a manufacturer's representative and did not see the ingredients measured, he was at hand and available for consultation. The Minister dismissed the appeal and the Ministry wrote "As previously indicated the Minister considers that the registered pharmacist among other things should have a general oversight of the assistant's work, should be present during the dispensing and should be aware of what the assistant is doing. Although he appreciates that the question of direct supervision depends on the circumstances of each case, he cannot accept that the registered pharmacist concerned, in the light of what he was doing at the material time, could have been sufficiently aware of what the assistant was doing. He, therefore, considers that direct supervision, as required by the Regulations, was not exercised; and finds that a breach of paragraph 6(1) was committed."

Anglo-Swedish Trade

HINTS FOR BRITISH EXPORTERS

THREE chains of department stores would soon have 10 per cent. of the total turnover of retail sales in Sweden, said Mr. B. N. Neuman (a marketing consultant in Scandinavia) at a conference on "Producing for European Markets," organised by the British Produc-

tivity Council (in conjunction with the Factory Equipment Exhibition) in London on November 16. Stressing the importance of the Swedish market Mr. Neuman said that though Sweden only had a population of $7\frac{1}{2}$ millions it imported from Great Britain "much more than all the 46 million inhabitants of France, much more than all the 50 million inhabitants of Italy, and as much as 46 million Germans." It was an extremely competitive market which had resulted in a new structure of commercial life, with a concentration to power blocks comparable in certain respects to the British market. Fixed prices at retail level were not permitted to be decided by the manufacturers, and price competition had set in a few years ago. The retail chains had grown fast, and other voluntary chains formed. "Joint buying companies" of retailers had started in almost every field. Self-service food stores, which accounted for about 50 per cent. of the distribution of food, practised "diversified selling," among the goods they stocked being cosmetics. Mergers and co-operation were popular ideas among the manufacturers. Foreign producers were being forced to relinquish their agents and set up subsidiaries.

Blank EC10 Forms

CHEMISTS' POSSESSION CRITICISED

THE practice of some general practitioners of leaving emergency supplies of blank EC10 prescription forms with chemists was criticised at a meeting of East Sussex Executive Council on November 17. They agreed to refer the matter to a sub-committee for further investigation. The question arose when it was reported that the pricing bureau wished to draw the Council's attention to seventy-one prescriptions which a rural pharmacy had submitted to them as dispensed prior to March 1960, but some of which were dated June 1960. The chemists had said that all the prescriptions had been telephoned to them by the doctors concerned, but owing to pressure of work on both sides the prescription forms had not been obtained as quickly as they ought to have been. Eventually a doctor's secretary had supplied them with a pad of forms on which they had typed the nature of the drugs and the forms had been signed by the practitioners. Inadvertently some had been put on forms with the name of another doctor—a pad of whose forms was kept in the dispensary.

Anorectics Condemned

ADVICE TO EXECUTIVES' CONFERENCE

ADDRESSING the Chest and Heart Association's second health conference for executives in London on November 30, Sir Derrick Dunlop (professor of therapeutics and clinical medicine, Edinburgh University) said that drugs which took away the appetite should not be recommended for weight reduction. He added: "They all lose their effect in less than two months and may lead to serious disturbances in behaviour, to insomnia and even to addiction." Nevertheless his recipe for a long and healthy life was primarily "to

avoid fatness, which means not eat or drinking too much." For every person who reached eighty, he said there were ten lean ones who also did so. He commented that women "seem to dig their graves with their teeth more than men, and find refuge from emotional disturbance more in buns and cream puffs than in whisky or gin."

Christmas Rota

BIRMINGHAM TAKES PRECAUTIONS

TO avoid repetition of the confusion that arose last Christmas over rota duties in the Birmingham area (*S.C. & D.*, January 14, p. 25), the city Executive Council is notifying doctors of arrangements for one or more chemist in each district to open for one hour (12 noon-1 p.m.) on December 24, and 26 and to provide a supplementary service during Boxing Day evening (6 p.m.). Next month the Executive Council propose to discuss with the Birmingham Corporation Health Committee a proposal that dispensing hours should be extended during weekdays.

"Starpacks 1962"

COMPETITION JUDGES APPOINTED

JUDGING of next year's national packaging competition ("Starpac 1962") organised by the Institute of Packaging will take place at the Russell Hotel, London, W.C.1, on May 9. Previously, packages will be examined from three aspects: functional efficiency; user convenience; and sales appeal and graphic design. Judges in the efficiency group will be Messrs. A. Fraser Much (packaging adviser, Imperial Chemical Industries, Ltd.), Winfield (executive P.D.D., Glaxo Laboratories, Ltd.), and J. Claus (technical Editor, *Packaging*).

P.A.T.A.

1962 COUNCIL NOMINEES

FIVE candidates, Messrs. J. C. Bloomfield, D. J. Crawford, A. G. Garrett, J. E. Goodall and G. E. Morgan have been nominated for the four vacancies in the retail section of the council of the Proprietary Articles Trade Association. Voting papers were issued on December 4 and should be returned no later than December 18. In the manufacturers' and wholesale sections returning members were returned unopposed.

IRISH BREVITIES

THE REPUBLIC

THE claim by 700 pharmacy employees in Dublin and the provinces for a £3 a week pay increase at each point of the scale is to be investigated by the Labour Court. The date for the hearing has not yet been fixed. The staff comprises qualified and unqualified assistants, registered druggists, qualified chemists and managers. They are members of the Irish Union of Distributive Workers and Clerks, who state that the present scales are well below those of other groups of employees. A conciliation conference was held at the Labour Court in an effort to secure an agreement. An offer was made by the employers and rejected.

NEWS IN BRIEF

PURCHASE tax yielded £510.8 millions in the financial year 1960-61.

SIX cases of whisky valued at £100 and a small amount of cash were stolen from W. Rimmington, Ltd., 31 Otley Road, Shipley, Yorks, recently.

STOKE-ON-TRENT Executive Council is reported to be considering establishing pharmacies at health clinics on new housing estates. The Executive is concerned about the distances some people are having to go to have prescriptions dispensed.

RECENT advances in research into trachoma and methods of treating it were examined at a conference on the control of communicable eye diseases, organised by the regional office for Europe of the World Health Organisation in Istanbul, Turkey, November 13-18.

WATER is still the best all-round agent for extinguishing fires in the home according to a leaflet "In the Event of Fire in the Home" issued by the Fire Protection Association, 31-45 Gresham Street, London, E.C.2 (booklet price to non-members 2s.).

THE Ministry of Labour has published a poster-size warning, Form 385, Cyanide Poisoning (H.M. Stationery Office, price 1s.), giving details of the dangers of handling cyanides, the precautions to be taken, and first-aid treatments.

CLOSING date for application for Kodak colour scholarships tenable at the Eastman Kodak Co., Rochester, N.Y., U.S.A., during 1962 is February 28. Application forms are available from the secretary, Kodak, Ltd., Kingsway, London, W.C.2.

AT the anniversary meeting of the Royal Society in London on November 30, Sir Howard Florey (professor of pathology, Oxford University) was re-elected president. Other officers re-elected for the ensuing year included Lord Fleck (formerly chairman of Imperial Chemical Industries, Ltd.) treasurer).

BY the Alkali, Etc., Works Order, 1961 (H.M. Stationery Office, price three pence), effective January 1, 1961, controls are to be imposed on uranium, cerium and selenium works. Gases and fumes containing those compounds as well as those of sodium or potassium are to be listed as noxious or offensive gases in accordance with the Alkali, Etc., Works Regulations Act, 1906.

PRECAUTIONS for the protection of workers and others against the potential hazards and dangers arising from the use of ionising radiations in industry are discussed in "Ionising Radiations: Precautions for Industrial Workers" (H.M. Stationery Office, price 2s. 6d.), new booklet in the Safety, Health and Welfare Series.

THE percentage changes in the pharmacy sales of 161 representative co-operative societies compared with those of a similar period in 1960 for the five weeks ended September 30, were: Midland, plus 7.24; Northern, plus 5.56; North-east, plus 7.27; North-west, plus 3.21; Scottish, plus 5.90; Southern, plus 5.52; South-west, plus 7.89; West, plus 7.58; Great Britain, plus 6.33.

TOPICAL REFLECTIONS

By Xrayser

Drug withdrawn

The hazards of modern medicine are illustrated by the decision of a pharmaceutical manufacturing firm to withdraw from current use all supplies of a drug which had been thought to be particularly safe as a hypnotic. There appeared to be no doubt that, judged solely on that basis, the product had advantages over some of the other sleep-producers which were dangerous in overdose. It is other and hitherto unsuspected properties which have laid the drug open to suspicion. It may be that there is no scientific basis for the charges which have been laid, but the position left the manufacturers with no alternative but to take the action they have felt compelled to take. It takes a considerable time for all the possible side-effects of drugs to make themselves felt, and many have failed to show in the course of quite extensive clinical trial. The lessons to be learned from the unfortunate experience are many and far-reaching. The first is that extensive trial is absolutely essential. (I am not suggesting for one moment that that was not done with the drug in question. The statement is a general one.) Secondly, doctors must pay the strictest attention to the side-effects mentioned in all literature on the subject and, if a new drug is being tried out, to watch with the greatest care for any symptoms which are not normally part of the condition being treated. And thirdly, the pharmacist, who is made the confidant in such matters on many occasions, should not hesitate to pass on any observations made to him, to the prescriber if he has a good relationship in that quarter, and to the manufacturers' representative. This is not the first drug to be regarded with a measure of suspicion, on grounds which may seem to be hardly sufficient but prudence dictates the course of action which has followed.

Self valuation

Whatever value a government department may place upon the services of the pharmacist, there is no good reason why, when called upon to assess the value for himself, he should act as a public benefactor. He can scarcely expect a paternal government, radiating good fellowship and generous to a fault, to place a higher value on his professional work than he does himself, and a recent statement from the National Pharmaceutical Union lends support to that theory. The thought passed through my mind on receipt of an account from my plumber for services rendered. Those services may not have qualified for the dignified description of "professional," but I was left in little doubt that the man was possessed of a sturdy independence and a decided appreciation of his value, as well as that of a younger and smaller edition described in the document under the heading "time of apprentice." Considering that a small gas pipe had to be soldered, it was reasonable that the material should be charged. My first reaction to that figure was that I had misread "solder"—surely it was "silver." I don't know the price of solder, but if the charge for it represented its cost plus 18 per cent., then the gold standard and the solder standard are almost identical. The time factor I could not dispute. Once, before I had much experience, I questioned a little item of seven hours, when the actual time taken was less than an hour, to be told that time in the workshop before leaving for the job accounted for that. What put the apparent irrelevance of all this into my mind was that a prescription dispensed the other day had been previously handled by a large multiple firm at much less than the rate paid by the Ministry of Health—at a total cost, in fact, which took no account of time or professional fees.

Frustration

The meeting in Sunderland which resolved to urge a change in the organisation which negotiates with the Ministry of Health is an indication of the dissatisfaction and frustration arising out of recent events (p. 604). The demands made by the meeting may not be practicable at this stage, but it would be extremely unwise to ignore such strong feelings. It seems to me that the Pharmaceutical Society should take cognisance of the position, and that organised pharmacy should find a common platform and a common purpose.

LEGAL REPORTS

Not Qualified

FOR selling a tube of Savlon lozenges when not a qualified person, Walter Chadwick Melling, 41 Winter Hey Lane, Horwich, Lancs, was fined a total of £5 at Bolton county court on November 23. He pleaded guilty and admitted that he had not labelled the tube in the prescribed manner. Melling was fined £2 10s. on each charge and ordered to pay £4 4s. advocates' fee.

COMPANY NEWS

Previous year's figures in parentheses

DOMESTOS, LTD. — Mr. Alan A. Meacock has joined the boards of the company and its subsidiaries.

LAKE & CRUICKSHANK, LTD. — Mr. J. R. Leitch, M.P.S., has been appointed a director.

VINATEX, LTD. (a wholly-owned subsidiary of Reichhold Chemicals, Ltd.)—Mr. C. Bone has been appointed to the board.

LEWIS & PEAT, LTD. — Interim dividend is 5 per cent. on £350,000 for the year to March 31, 1962. The previous year's interim was 10 per cent. on £175,000.

JOHNSON & JOHNSON (GT. BRITAIN), LTD. — Mr. J. F. Brooke is to relinquish the chairmanship of the company on December 31 but will continue as consultant to the group.

LAPORTE INDUSTRIES, LTD. — Mr. Victor Wallace Slater, B.Sc., F.R.I.C. (a director of the company), has retired after forty-one years of service to the group.

LOFTHOUSE & SALTHER, LTD. — Mr. B. Sparling has been appointed managing director. Mr. Sparling, who has completed twenty-five years' service with Evans Medical, Ltd., recently returned from West Africa where he was managing director of Evans' Nigerian subsidiary company in Lagos and Aba.

COURTAULDS, LTD. — Sir John Hanbury-Williams, having expressed the wish to retire, will relinquish the chairmanship and his seat on the board at the conclusion of the annual meeting in July 1962. He will be succeeded by Sir Alan Wilson. Messrs. C. F. Kearton and H. R. Mathys have been appointed additional deputy chairmen.

CYANAMID D.H.A., LTD. — Cyanamid D. H. A. Proprietary has been registered in Melbourne, Australia, with a nominal capital of £A5 millions. It was formed by American Cyanamid Co., Ltd., and Drug Houses of Australia, Ltd. The D.H.A. directors of the latter company said they hoped the new joint company would be operating profitably towards the end of 1962.

CHEMISTS MUTUAL INSURANCE CO., LTD. — An improvement in all accounts is noted by the chairman (Mr. A. Howells) in his annual report. The fire account was the most satisfactory with increased income from premiums and lower claims. Claims for burglary followed the trend of recent years and increased "considerably," compared with 1955 the increase in claims amounted to 285 per cent. against a rise of just over 49 per cent. in premium income.

LEWIS & PEAT, LTD. — Terms of the acquisition of Biddle, Sawyer (C. & D., November 18, p. 550), have now been announced. Lewis & Peat are acquiring forthwith 51 per cent. of the equity share capital for the sum of £625 payable in cash, plus the issue to the vendors of 190,000 "A" non-voting ordinary 5s. shares in Lewis & Peat. Lewis & Peat are undertaking to take up a further 33 per cent. of the ordinary shares by stages between June 1962, and June 1965, and the remaining 16 per cent. on or before June 1971. The consideration for these further 49 per cent. of the ordinary shares will be a fixed sum of £91,875 plus sums which will be determined on agreed formulas by reference to the profits of the company and the various other integrated Lewis & Peat subsidiaries over the intervening years.

Voluntary Liquidation

WILLIAM ROBERTS (CHESTER), LTD., druggists, 33C The Temple, Dale Street, Liverpool, 3. Liquidator: R. P. Booth, 5 Rumford Place, Liverpool, 3.

NEW COMPANIES

P.C. = Private Company; R.O. = Registered Office

CHARABOT & CIE., LTD. (P.C.). — Capital £35,000. To carry on the business of importers, exporters of essential oils, perfumes, etc. Subscribers: John A. Steenson and Beryl K. Edwards, 37 King Street, London, W.C.2.

T. G. JEARY (VETERINARY SUPPLIES), LTD. (P.C.). — Capital £2,000. Directors: Thomas G. Jeary, M.P.S., Kathleen V. Jeary and Anthony P. G. Jeary. R.O.: 13 High Street, Caine, Wilts.

H. A. COWARD (CHEMISTS), LTD. (P.C.). — Capital £100. To acquire the business of a retail pharmaceutical chemist carried on by Horace A. Coward, M.P.S., at 4 Stratford Road, Kensington, London, W.8, etc.

T. E. DUNSTAN & SON (ST. AGNES), LTD. (P.C.). — Capital £1,000. To carry on the business of manufacturing and exporting chemists, etc. Directors: Thomas E. Dunstan, M.P.S., and Frank Dunstan, M.P.S. R.O.: The Pharmacy, St. Agnes, Cornwall.

JOHN ROSS (CHEMICALS), LTD. (P.C.). — Capital £300. To carry on the business of manufacturers of and dealers in fine chemicals, etc. Directors: Edwin C. Durling, John R. Urquhart, and Lilian L. Taylor. R.O.: 502 London Road, Thornton Heath, Surrey.

LAIDLERS THE CHEMISTS, LTD. (P.C.). — Capital £3,000. To acquire the business of a chemist carried on at 61 Station Road and 85 Whitby Road, Ellesmere Port, Cheshire. Directors: Evelyn M. Laidler, M.P.S., and Alexander Laidler.

MARSHALL'S PHARMACEUTICALS, LTD. (P.C.). — Capital £5,000. To carry on the business of manufacturers of and dealers in pharmaceutical supplies, etc. Directors: Marc Dweck and Pierre-Benoit Marshall. R.O.: 67 Moorgate, London, E.C.2.

BLIGH & DOBSON, LTD. (P.C.). — Capital £100. To acquire the business of retail chemists carried on by M. I. Bligh, M.P.S., and E. Dobson, M.P.S., at Leeds. Directors: Michael I. Bligh and Eric Dobson. R.O.: 188 Old Lane, Leeds, 11.

SPEN LANE CHEMISTS, LTD. (P.C.). — Capital £100. To carry on the business of wholesale and retail chemists, etc. Directors: Harvey M. Kleiman, M.P.S., Eleanor M. Kleiman, Hyman Kleiman and Florence Kleiman. R.O.: 5 Moore Allerton Way, Leeds.

ASTER PACKING CO., LTD. (P.C.). — Capital £100. To carry on the business of packers of and dealers in cosmetics, pharmaceutical preparations, etc. Directors: Lauro Resta, Laurino Ferrari, Domenico Ferrari and Tadeusz Rumian, 169 Lavender Road, S.W.11 (all directors of Serta, Ltd.). R.O.: Swanfield Works, Swanfield Road, Waltham Cross, Herts.

EXPANSION PLANS

CYANAMID de Colombia are installing a large plant west of Bogotá. The project's initial costs are an estimated U.S. \$1 million.

PFIZER, LTD., who have announced the formation of a separate chemicals division have also indicated their intention, as part of their policy of diversification, of entering the plastics field. Initially this will be by the manufacture of propylene oxide and polyethers for which plans are well advanced.

BARDRO Aerosol Packing Co., Ltd. have opened a new factory at Haverhill, Suffolk, for aerosol filling. In addition to fully automatic filling lines there are two semi-automatic lines for standard containers of 2-36-oz. capacity, and a line for perfumery products, glass-bottle aerosols and pharmaceuticals. An already planned extension to the factory will include much equipment for automatic aerosol filling.

BUSINESS CHANGES

RONSON PRODUCTS, LTD., have opened a new showroom at 388 Strand, London, W.C.2.

HODDERS, LTD., have opened a branch pharmacy at 11 The Centre, Keynsham, Somerset.

GRAYS CO-OPERATIVE SOCIETY, LTD., have incorporated a pharmacy in their departmental store, Town Square, Basildon, Essex.

REJAFIX, LTD., and **MARK-O-PRINT, LTD.**, have removed to Harlequin Avenue, Brentford, Middlesex (telephone: Isleworth 2224).

THE chemical department of C. Tennant, Sons & Co., Ltd., and that of Union Oxide & Chemical Co., Ltd., have been merged and are now trading as Union Oxide & Chemical division of C. Tennant, Sons & Co., Ltd., 9 Harp Lane, Great Tower Street, London, E.C.3.

WHEN Venesta Foils, Ltd., was acquired from Venesta, Ltd., by Reynolds T.I. Aluminium, Ltd. (C. & D., June 7, 1958, p. 606) it was agreed that the use of the name Venesta in connection with the aluminium-foil business should eventually cease. The United Kingdom and Indian branches of the business are now to operate as separate companies, and in the United Kingdom the business and factories are being transferred to Aluminium Foils, Ltd.

Appointments

WELLCOME FOUNDATION, LTD., announce that Mr. R. M. Arnold, B.Sc., M.R.C.V.S., who was chief Veterinary Research Officer in Tanganyika until June, has been appointed deputy head of the Wellcome Veterinary Research Station, Frant.

A. BOAKE, ROBERTS & CO., LTD., Carpenters Road, London, E.15, have dissolved their former aromatics division and formed two new divisions. Mr. C. C. Hussey is the group sales manager of the new aromatic chemicals division which will devote its efforts to the sale of the company's perfume chemicals and certain non-odorous fine chemicals used by the perfume, cosmetics, soap and pharmaceutical indus-



C. C. Hussey.



Mr. H. Paige.

tries. Mr. A. F. Hyett is the home sales manager for that division. Mr. H. Paige is the group sales manager of the new perfumery and cosmetics division which will concern itself with speciality products—in the main, perfume compounds and bases, speciality fixatives, and cosmetic emulsifying agents. The deputy sales manager of the division is Mr. A. de Reymont, and Mr. J. N. Enright will handle home sales.

PERSONALITIES

MR. DOUGLAS F. LAWSON, F.I.B.P., F.R.P.S., F.R.M.S., F.Z.S., who is head of the photographic department of Beecham Research Laboratories, Brockham Park, has been awarded the Royal Photographic Society's bronze medal as a tribute to his outstanding work displayed at the Society's major exhibitions.

LORD NETHERTHORPE, formerly Sir James Turner, who is chairman designate of Fisons, Ltd., joined the group board in February 1960, immediately after his retirement from the National Farmers' Union of England and Wales, of which he had been president for sixteen years. He was elected deputy chairman of Messrs. Fisons last January.

MISS MARGARET S. WAINWRIGHT, M.P.S., has just celebrated the twenty-fifth anniversary of taking over the Park Pharmacy, next to the Town Hall, at Chapel-en-le-Frith, Cheshire. She came to Chapel as a locum, after working in the Potteries after qualifying, and was the only woman chemist in the town when she bought the shop in 1936. In her student days Miss Wainwright recalls there were only four girls in a class of fifty.

SIR WILLIAM GARRETT, who has retired from the board of Monsanto Chemicals, Ltd., first joined the company in 1917 and was appointed a director in 1935. A member of the Civil Service Arbitration Tribunal and a director of Metal Industries, Ltd., he was for thirty-one years a member of the Chemical Industry Joint Industrial Council and was chairman of the Association of Chemical and Allied Employers in 1948, 1949 and 1950. He was president of the British Employers' Confederation from 1958 to 1960 and is the immediate past-chairman of the Association of British Chemical Manufacturers.

MR. V. W. SLATER, who has retired from Laporte Industries, Ltd., joined the company at Luton as a chemist in 1920 and was appointed

chief chemist there in 1941. He joined the board of the parent company as chemical director in 1946 and also served for various periods on the boards of several companies within the group. Many of Mr. Slater's colleagues met at Luton recently to mark his retirement. In making a presentation of a desk and accessories, Mr. P. D. O'Brien (chairman, Laporte Industries, Ltd.), spoke of the high standards which Mr. Slater always set and of the impressive growth of Laporte during his period of service.

DR. T. E. WALLIS (emeritus curator of the museum of the Pharmaceutical Society of Great Britain) was entertained to lunch on his eighty-fifth birthday on December 1 by the pharmacognosy staff of the Chelsea School of Pharmacy. Before lunch Dr. Wallis was presented by Dr. E. J. Shellard, acting on behalf of the teachers of pharmacognosy in the schools of pharmacy throughout the country, with a silver tazza engraved with the words:—

Dr. T. E. Wallis
from the British Teachers of
Pharmacognosy
as a token of their esteem
on the occasion of his 85th birthday

December 1st 1961

The presentation also included an autograph book containing the signatures of those who had subscribed and a leather-bound five-year diary and propelling pencil. The diary included an entry fixing a luncheon date for Dr. Wallis with the Chelsea pharmacognosy staff on December 1, 1966.

SIR CLAVERING FISON, who is retiring from the chairmanship of Fisons, Ltd., in a year's time (see p. 600), joined the company in 1919 and has been chairman since 1929. He has played an important rôle in the development and progress of the fertiliser industry in Britain, and is acknowledged as one of its leading authorities. He is a former High Sheriff of Suffolk, and a Deputy Lieutenant for the County. His grandfather, Joseph Fison, was only thirteen at the death of his father, a flour miller, who died in 1843, yet three years later was in control of the business and founded the firm of Joseph Fison & Co. Progressive in outlook, he was soon using old mill stones to grind the phosphatic coprolites that were found in East Anglia and dissolving them in sulphuric acid to make the newly discovered superphosphate fertiliser. In 1858 he built his first fertiliser factory at Bramford, Suffolk. The period of greatest growth of the company was from 1929 when, by amalgamation with two other Suffolk fertiliser firms, a new company (Fison, Packard & Prentice, Ltd.), was founded with Mr. F. G. C. Fison (now Sir Clavering) Fison, as chairman.

DEATHS

BARNES.—At Epsom, on November 22, Mr. Arthur Thomas Barnes, M.P.S., Little Flints, On Park Downs, Banstead, Surrey. Originally articled in 1891 to a Dr. Bosson of Alford, Lincolnshire, Mr. Barnes later studied for pharmacy and qualified in 1905. He established a business in Rushey Green, Catford, London, S.E.6, for Mr. W. Charles Sayers, which, under the partnership, was for

many years known as Sayers & Barnes, Ltd. At the beginning of the 1939-45 war, Mr. Barnes moved to 10 Crab Hill, Beckenham, Kent, and although he retired in 1948 he continued to practise pharmacy, firstly in Beckenham and then in the West End of London, finally acting as locum on occasions, even up to the age of eighty-four. Working hard all his life for the success of his business, he had few interests other than his friends, who remember him particularly for his good humour and sincerity.

BENTLEY.—On November 17, Mr. Thomas Bentley, M.P.S., 4 Queens Buildings, Llandudno, Carnarvonshire, aged eighty-five.

BERRY.—On November 15, 1961, Mr. William John Berry, M.P.S., 9 Stoke Road, Walton-on-Thames. After qualifying in 1920, Mr. Berry joined Timothy White and Taylors, Ltd. which he served for forty years, as manager, district manager and territorial general manager before retiring in June 1960.

BICKET.—On November 9, Mr. Robert Bicket, M.P.S., Waterloo Road, Lane Head, Brighouse, Yorkshire. Mr. Bicket qualified in 1933.

CAMPBELL.—On November 23 (see *C. & D.*, December 2, p. 601). **Mr. W. Gorman** writes:—The sudden death of Sydney E. Campbell, M.P.S., of Londonderry, came as a great shock to his friends in Northern Ireland. Although he had not been well recently he was always cheerful and confident of recovery. For the past fifteen years he had been a member of the Council of the Pharmaceutical Society of Northern Ireland and in 1955-56 was president. Mr. Campbell was a kindly man who made friends easily. He was very proud to be a native of Londonderry and anxious to extend hospitality to pharmacists who visited his city. He will be greatly missed by his fellow members in the Londonderry and Strabane Chemists' Association. The heartfelt sympathy of all goes out to his wife and daughter.

DANSKIN.—At Craigburn, Laighpark Avenue, Bishoppton, on November 27, Mr. Thomas Danskin, M.P.S., 178 Paisley Road, Renfrew. Mr. Danskin qualified in 1921.

DUNDAS.—Recently, **Mr. Matthew Dundas**, M.P.S., of "Castleton," Kinloch, Aberdeenshire. Mr. Dundas qualified in 1927.

EVANS.—On November 9, Mr. James Thomas Evans, M.P.S., c/o Evan Jones (Chemists), Ltd., Cowell Street, Llanelli. Mr. Evans qualified in 1920.

HOBBS.—On November 13, Mr. Frederic Hobbs, F.P.S., 4 Bulwer Court Road, Leytonstone, London, E.11, aged seventy-six.

MARTIN.—On November 24, Mr. Henry William Martin, M.P.S., 15 Lin-dum Terrace, Lincoln. Mr. Martin qualified in 1913.

McGARRY.—On November 25, Mr. Denis McGarry, M.P.S., 13 Ballards Lane, Church End, London, N.3. Mr. McGarry qualified in 1945.

WILLIAMS.—Recently, Mr. Gwilym Williams, M.P.S., 19 Lennox Gardens, Ilford. Mr. Williams qualified in 1934.

NEW PRODUCTS AND PACKS

Vaginal Cream.—The S7 range of products of Calmic, Ltd., Crewe, Cheshire, now includes S7 vaginal cream in 30-gm. tube with six disposable applicators.

An Agent Against Dermatitis.—Leo Laboratories (England), Ltd., 15 Clipstone Street, London, W.I, announce the release of a new product Solvisat ointment (hydrocortisone xanthogenate, 1 per cent. w/v; neomycin, 0.5 per cent. w/v; bacitracin, 0.5 per cent. w/v in neutral ointment base) for use in acute and chronic eczema, neurodermatitis, contact dermatitis and anogenital pruritis. The pack is a plastic double-barrelled tube of 10 mils.

Removing Scale from Apparatus.—The hygiene division of Diversey (U.K.), Ltd., 42 Weymouth Street, London, W.I, announce the introduction of a new product "for the safe and speedy removal of scale, rust and milkstone": Diversey Dilac. Scale is a serious problem in hospitals, where instruments, autoclaves, sterilisers, syringes, bedpans, urine bottles, etc., are liable to become coated with deposit. It is built up almost imperceptibly yet progressively, and may resist ordinary cleaning methods. The makers claim that Diversey Dilac, used regularly, removes the deposits quickly and easily, its penetrative and wetting properties enabling it to loosen and detach deposits rapidly. Low-foaming and non-aerating, Diversey Dilac is free-rinsing and has been formulated to prevent metal surfaces from corroding.

Standard Volumetric Solutions.—May & Baker, Ltd., Dagenham, Essex, are offering a new range (Volusol) of standard volumetric solutions. The

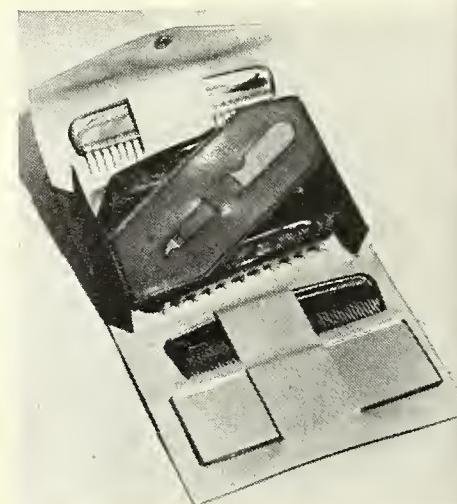
commonly used in analytical control laboratories. Full details and prices are available on request.

Isoprenaline Syrup.—Abbott Laboratories, Ltd., Queensborough, Kent, have introduced a potent new preventative treatment, Norisodrine syrup, for asthma and allied conditions. Norisodrine syrup is indicated for the relief of an established asthmatic attack; for prophylaxis against asthma; for treatment of allergic cough; and for treatment of respiratory infections (including colds, bronchitis and tracheo-bronchitis) in which symptoms are aggravated by an allergic component. Norisodrine (isoprenaline sulphate, B.P.) is a synthetic amine having sympathomimetic properties and is chemically related to adrenaline and ephedrine. It is understood to have a relatively low toxicity, a marked broncho-dilating effect, and to be effective in reducing bronchial spasm in asthmatic patients. Calcium iodide present in the syrup supplies an adequate therapeutic dosage to promote liquefaction of thick tenacious mucus within the air passage. The product is supplied in a 4-oz. bottle.

Hairspray Aerosol.—Mondart, Ltd., Berkeley Square House, London, W.I, have brought out their first cosmetic aerosol, a perfumed hair spray called Linda Lee. In a 6-oz. container lilac-coloured, with black and blue lettering and cap in matching lilac. Linda Lee is mildly perfumed to prevent perfume clashing; the formula contains lanolin.

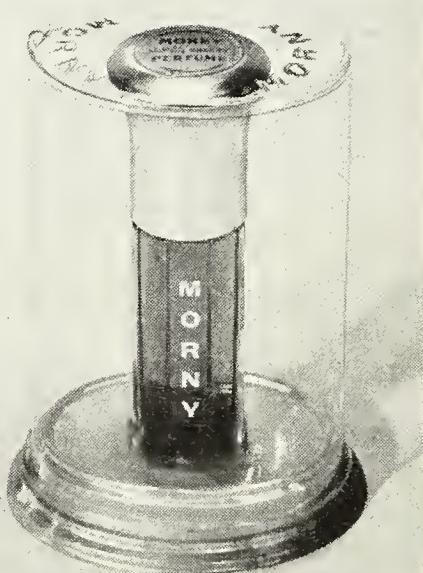
Green Eyes.—"Fresh Emeralds," a new shade of eyeshadow stick by Revlon International Corporation, 88 Brook Street, London, W.I, is described as "a cool limpid bewitching green... Flattering for the fair, it's devastating for the darkly beautiful."

A Set for Men.—One of the latest additions to the range of products offered by the Halex division of the



British Xylonite Co., Ltd., Highams Park, London, E.4, is the gentlemen's toilet set illustrated. The case is of a light tan polyvinyl chloride. In it are a hair brush, comb, mirror, nail file and a pocket clothes brush.

Battery - operated Grooming for Ladies.—A newly introduced Swiss-made battery-operated shaver-with-accessories, the Unic Chaperon, offers, in a single outfit, the means by which a woman can attain perfection in personal attractiveness in several respects. Basically a shaver, with comb and cutter attachment for removing feminine superfluous hair, its standard 1½-volt battery is used also to power a soft abrasive head for rough edges or surfaces of the finger nails; a cone-shaped abrasive head for trimming the nails; a rotating brush for polishing, buffing, or cleaning the nails; and two attachments for quickly and efficiently removing callouses, corns or hard skin from the feet or other parts of the body. The instrument is neat, handy to hold, and pleasant to use. In its satin-lined, red leather-covered case it travels well and safely. During the next three months all Unic Chaperons are being supplied with an entry form for a holiday "pack-your-bag" competition, the prize for which is a two-week holiday in Switzerland for two. The prize will be presented on the Unic stand at the Ideal Home Exhibition, Olympia, London, March 6-31, 1962. Distributors are Unic Shavers, Ltd., 28 King Street, Manchester 2.



FOR THE HANDBAG: Introduced to the customer in a transparent acetate outer, the new "pursette" perfume container by Morny, Ltd., London, W.I, is intended as part contents of the purchaser's handbag.



solutions are made up, accurately standardised, and ready for immediate use and may be used as an alternative to Volucon standard volumetric concentrates where large quantities of volumetric solutions are used and there is a shortage of time or of skilled staff. Volusol solutions are available in 2½-litre glass bottles, except for standard alkalis, which are marketed in 4½-litre non-returnable plastic containers. The range comprises the solutions most

New Shades for 1962.—Dr. N. G. Payot has introduced two new shades into her range of lipsticks and powders: Eden rose, "a true clear pink lipstick of infinite delicacy"; and Passe rose lipstick described as a "soft apricot tinted rosebud shade." Both lipsticks have matching face powder. Distributors are James Samuel & Co., Ltd., 30 Hanbury Street, London, E.1.

Haberdashery Range.—The Whitecroft Pin Manufacturing Co., Ltd., Whitecroft, Glos, offer a new range, the Golden Rose range, of wallets of mixed safety pins, hairpins and lingerie pins. Each wallet, printed in blue, white and yellow, is pierced with an opening through which are seen the contents.

TRADE NOTES

Discontinued. — Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Fulshaw Hall, Wilmslow, Cheshire, announce that the 20-mgm. strength of Tretamine ampoules in boxes of one and five has been discontinued.

Four and Forty. — Pfizer, Ltd., United Kingdom representatives of C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany, point out that Villescon liquid is supplied in bottles of 4 and 40 fl. oz. and not as previously stated.

Sterilisation by Irradiation. — Ethicon, Ltd., Edinburgh, announce that they have for some time been sterilising certain surgical sutures by irradiation with gamma rays, and claim to be the first manufacturers in Europe to adopt the method commercially for that purpose. The irradiation, though more expensive than other methods in use, is understood to offer certain advantages both to the surgeon and to the manufacturers. The packing of the sutures in aluminium foil, introduced early in 1960, lends itself admirably to the method, eliminating also the hazards of breaking glass in the operating theatre.

On General Release. — The Distillers Co. (Biochemicals), Ltd., Wimbledon, London, S.W.19, announce that their speciality Hydrovit, introduced at the London Medical Exhibition (see *C. & D.*, November 18, p. 546) is now generally available. Hydrovit is a sterile solution for the injection of hydroxocobalamin (vitamin B_{12b}), recently understood to have been demonstrated by microbiological and radioactive techniques to be more slowly absorbed from the site of injection than cyanocobalamin, providing longer and consistently higher concentrations. It is presented in packs of 500 and 1,000 microgm. per mil.

Shop-window Appeal for Spastics. — "Anti-clutter" moves by trade bodies and local authorities having reduced

opportunities for publicity outside shops, the National Spastics Society is using self-adhesive "window-stickers" donated by Tickopress, Ltd., label printers, London and Harwich. The stickers, printed in blue, pink, red and black, have a pressure-sensitive adhesive on the printed face, so that they may be affixed in a second to the inside of a shop window. The material used is PVC eliminating difficulty from moisture condensing on the glass. To test public reactions to the adoption of a doll-like figure as a symbol of spasticity, the Association has distributed the stickers to retailers in Preston, Lancs, and Watford, Herts. If the public response is favourable, the stickers will be distributed throughout England and Wales.

Withdrawn. — Roussel Laboratories, Ltd., 847 Harrow Road, London, N.W.10, have discontinued issuing the following packs: Cortisyl tablets, 5 mgm.: 500; Decortisyl tablets, 1 mgm.: 500; Dexacortisyl tablets, 0.5 mgm.: 500; Dexacortisyl tablets, 0.75 mgm.: 500; and Precortisyl tablets, 1 mgm.: 500. Orders for those packs will in future be supplied as multiples of the 100 packs. Items discontinued are Precortisyl intravenous, box of two; Hydrocortisyl tablets, 10-mgm., box of 25; Soframycin sterile powder, 500-mgm., box of one vial. Boxes of six 500-mgm. Soframycin sterile powder vials are not affected.

Hospitals' Choice. — Hospitals throughout the world, state Henleys of Hornsey, Ltd., Alexandra Works, Clarendon Road, London, N.8, are using Sandra Stretch medicated plastic in preference to rubber sheeting. Reasons put forward are that patients find it cooler and more comfortable to lie upon than rubber, that as it is thinner, rucking causes no discomfort and lessens the risk of bed sores, that it is 100 per cent. waterproof, does not become tacky, costs less, is odourless, and is easier to

handle and wash. "Sandra Stretch" medicated plastic sheeting is produced from an exclusive formulation of polyvinyl chloride having a mean thickness of 0.0065 in., with the high average tensile strength of 2,400 lb. per sq. in. The inclusion of a special plasticiser gives it an elastic property similar to that of latex rubber sheeting. The sheeting may be sterilised repeatedly by boiling and withstands steam sterilisation in an autoclave, though it is advisable to apply French chalk liberally to prevent sticking if the sheeting is folded for that purpose. A bactericide in the sheeting is claimed to destroy over 90 per cent. of any germs that may form upon it.

Correction. — Colomycin, made by Pharmax, Ltd., Western House, Gravel Hill, Bexleyheath, Kent, is available in vials of approximately 8 mils and not as previously stated.

Bonus Offers

SOUTHON LABORATORIES, LTD., Western House, Gravel Hill, Bexleyheath, Kent. "Skin Soft" calamine cream. 10 per cent. discount allowed off all orders until December 31, in addition to normal trade discounts.

MAKERS' ACTIVITIES

Demonstrating a Dry-Shaver. — The Philishave van is making a pre-Christmas tour of the London area.

A Souvenir Edition. — The front and back pages of a souvenir edition of the [London] *Evening Standard* on October 25 told the story of Denhams (NCH), Ltd., Stirling Road, Acton, London, and described the production of electric blankets in their new premises.

Help for Hurricane Victims. — Cussons Sons & Co., Ltd., have sent a donation to their agents in Belize, British Honduras, for the benefit of their employees who have suffered from the recent severe hurricane. The company are also giving extended credit to all their customers in the territory to help them to re-establish their businesses.

Prize-winner Visits Factory. — One of the prize-winners in a Paddington Shopping Week beauty contest held recently was Miss Andree Wittenberg, who was presented at Porchester Hall with a gift box of blue leather filled with Goya beauty preparations. Miss Wittenberg has since visited the Amersham factory of Goya, Ltd., and seen how some of the preparations were made.

Aerosol Pack Wins Award. — Osmond & Sons, Ltd., Grimsby, gained a premier award of the American Chemical Specialities Manufacturers' Association, New York, for one of the company's aerosols. The company was participating in the contest for the first time. Messrs. Osmond started manufacturing aerosols four years ago and are one of the few firms in the industry to have designed their own plant and equipment. They have forty different items in current production, and 60 per cent. of their output goes for export.

INFORMATION WANTED

The Editor would appreciate information about:

Poly Pearl perfume sprays

Syneurax



COSMETICS RANGES: The Marie Stuart range of cosmetic products for teenagers recently issued by Marie Stuart (cosmeticians), Ltd., 17 Oxendon Street, Haymarket, London, S.W.1.

HOSPITAL PHARMACY FORUM

A REPRESENTATIVE CALLS

REPRESENTATIVES are regarded by some on whom they call merely as an undesirable interruption in the day's work. That cool appraisal may contain a germ of truth, but it may also be revealing of the speaker. For practical purposes representatives may be divided into those concerned mainly in collecting orders, and those for whom an order is not the primary purpose of the visit. The former are easily disposed of. The latter, who deserve more consideration, may again be divided into the serious and the apparently casual. The serious type of representative tends to plunge straight into his subject with great earnestness, even disregarding as irrelevant any adverse comments. In an extreme case he is little more than an animated piece of medical literature. The "casual" type tends to open up more conversationally, starting perhaps from some known interest of his listener, such as fishing or stamp collecting. Only when that has been done does he come to grips with his subject. The subtle means by which an experienced "rep" obtains attention has only to be appreciated to be admired.

Why Some Give Up

To merit the definition efficient, a representative must be knowledgeable about every aspect of his products. He must be capable also of adjusting his own personality instantaneously to the mood and personality of his interviewer. His own reactions must be submerged so as to leave on the person interviewed a favourable impression of the company and its products, yet the representative must retain his own personality and integrity. That constant adjustment sometimes leads to a mental stress that may partly explain why some who take up a representative's career with enthusiasm and success eventually forsake it.

Still, whatever the representative's approach, there is a common end in the ethical discussion, the goodwill call, and the arrangement of a clinical trial, and every other facet of his activities is finally dominated by that harsh purpose. The successful representative is thus a key man of the company he represents, with attributes not easily found or acquired. Buyers should give tacit recognition to that fact by granting an interview without unnecessary waiting. The actual amount of selling time per day that the representative usually secures is quite limited, and he is an efficient man indeed in the results he obtains in that short time. Buyers should also remember that a representative has to send in reports of his activities, and an order sent in with the report is both ocular proof of the call and welcome evidence of its immediate results.

If, however, buyers should have some consideration for representatives, they in turn have a reciprocal duty to the buyer, in particular to be armed with as much information as possible. They should be familiar with the literature they intend to leave. The medical literature issued by any "ethical" house is written with considerable care, and the representative should be acquainted with every term used. To refer glibly to an eponymous syndrome, without knowing what the term denotes, is to invite disaster, and possibly to bring discredit upon the representative, his company, and his kind in general. In describing the advantages of a new drug, the caller should take care not to spoil the case by overstatement. Nor should he ignore the existence and value of competitive products. It is right and proper to consider the products of one's own company to be outstanding, but to make no acknowledgment of the existence of rival products, seems both absurd and unwise.

A realisation of a representative's difficulties does not blind one to their occasional faults. The man who takes a chair before being invited to do so has already made a psychological blunder, so do those who state "Here is a

drug you haven't heard of," when perhaps a copy of the original report is already in the file. There is a world of difference between that approach and that of the representative who implies you may have already heard of his new product, but that he can now offer fuller information.

Another thorny point is the relationship between representatives and hospital medical staffs. Judging from letters in the medical Press, it might be imagined that no doctor can fail to be convinced by the enthusiasm of a representative, and that medical resistance collapses more easily than the walls of Jericho. In fact, as every representative knows to his cost, interviews with doctors are hard to obtain, and are becoming still more difficult. The first thing is the place of interview. A busy out-patient clinic is no place for a representative, and the best thing to do is to write to the doctor and ask for an appointment. The hospital pharmacist can give much useful advice on the most likely men to approach, and incidentally to console and encourage new representatives by the assurance that all representatives have similar problems. Some hospital pharmacists tend to be less helpful in this respect than others. It is as well to remember at times that it is largely the accidents of fortune that place us where we are, and that if started off on another spoke of fortune's wheel, the pharmacist might have found himself in the representative's place, seeking an interview instead of being in a position to grant one.

A Few Don'ts

Once having obtained the appointment, the representative should take care how he uses the word "doctor" (as distinct from "Dr. Smith"). The word "doctor," when used alone, is the usual mode of address by a patient, i.e., someone who seeks advice or information. The word should not be thus used alone by someone who is, or ought to be, an authority on the subject he wishes to discuss. If the word "doctor" is used by a representative, there may be an unconscious tendency on the part of the doctor to equate the speaker in some way with a patient, and the interview may, for that reason, be far less rewarding than anticipated. Finally it is wise after the interview to inform the pharmacist of any developments, but not — repeat not — to inform the pharmacist that "Dr. X wants you to order some. . ." Pharmacists do not accept such instructions from representatives. The question of samples is also a matter of moment, and the subject may raise the hackles of most hospital pharmacists. The representative is understandably anxious to leave samples with the doctor as an *aide-memoire*, but against that slight advantage there are many greater disadvantages. Few things are more infuriating to the pharmacist than a request for further samples of a drug which he has not supplied. All samples should be left with the pharmacist, and in the few cases where the doctor insists on having a sample, the general position should be explained to him, and the pharmacist acquainted with the position. In no circumstances should samples be left with the nursing staff.

Another occasional source of irritation is the representative who sends in his card, and, when admitted, brings a colleague with him unannounced. Such colleagues are often area managers, some of whom attempt to take charge of the interview, presumably to show the regular man how it should be done. Such interviews are usually brought swiftly to a close, though less exception can be taken if the area manager leaves his colleague, as he should, to conduct the interview.

Good representatives, as a body, prove themselves capable of moderating their enthusiasm for their own company's products with a scientific detachment, and are, without doubt, an essential part of the industrial machinery.



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For Retailer, Wholesaler and Manufacturer

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"Blood Sports"

THOSE concerned with the pharmaceutical industry can certainly echo the metaphor Mr. Harold Wilson (chairman, Public Accounts Committee) picked upon when, during a review (p. 637) of the committee's work he said, in the House of Commons on November 30, that the committee was the "only blood sport which is sanctioned by Parliament and which is enjoined upon a select number . . . as a Parliamentary duty." Mr. Wilson added, equally appositely, that the members "enter on their duties in the Committee hunting season . . . in a way which less understanding observers regard as sublimated blood lust."

There is no doubt at all that every section of the pharmaceutical industry is beginning to feel "hounded" by the P.A.C. and the harrying attitude revealed in its reports. Mr. John Arbuthnot put the problem succinctly. He said that as the Government was the largest buyer of the pharmaceutical industry's products, and in view of the patents situation, the responsibilities were placed on the industry to be completely frank, on the Ministry to be fully informed, and on the Public Accounts Committee to ensure that the prices charged were no more than fair and reasonable.

To bring about that desirable state of affairs demands, as he pointed out, an underlying foundation of real confidence on all sides, but so far we have seen little evidence of that being achieved.

We believe, and the records show, that pharmacy in all its sectors entered into the National Health Service at its inauguration with every intention of contributing fully to its success. Now after but twelve years, those in its retail sector are disgruntled, and those in its industry are losing faith in those who administer the service. That is an appalling situation for which most of the responsibility must be laid on the Minister of Health who, goaded no doubt by the P.A.C., has destroyed the basic goodwill and mutual confidence that must exist if the patient is to be guaranteed the best possible service and treatment.

Another Poisons Authority?

WHILST we are in sympathy with the aims of those who are promoting the Animals (Cruel Poisons) Bill, which is being introduced in the House of Lords by the Earl of Cranbrook (see p. 623), we are more than a little perturbed at the prospect of what it entails.

The Bill envisages the setting-up of an "Animal Poisons Committee" to advise the Home Secretary upon

the preparation of a list of poisons that may not be used for the purpose of killing animals. It also proposes to amend section 23 of the Pharmacy and Poisons Act, 1933, by withdrawing the Home Secretary's present powers to make rules authorising the sale or supply of any designated poison for the purpose of killing animals, and cancelling any previous authority to use or buy such poisons. The committee of eleven would include five appointed by the chairman of the Poisons Board, two appointed by the Royal College of Veterinary Surgeons, two by the British Veterinary Association, and two from among "persons who have been active in promoting the humane treatment of animals."

Pharmacists need hardly be reminded of the complexity of poisons legislation, and most of them were more than relieved when it was decided to appoint a departmental working party to consider the possibility of simplifying the legislation appertaining to medicines. There was a hope that the ultimate aim would be to import some order into the present situation, not only as it affects medicinal poisons, but over the whole horizon of forensic pharmacy.

Bearing that situation in mind, and that the working party has not yet made its report, we hold strongly that any new poisons legislation, such as is envisaged in the new Bill, is premature. Nor do we see any reason why another statutory committee should be formed. The suggested composition of the Animal Poisons Committee indicates quite clearly that the Poisons Board itself could well carry out the task laid down for the proposed new body. If, however, the Bill surmounts its first hurdles, one imperative need is that it should be amended so as to secure direct representation upon it of the pharmaceutical profession.

Medical Abstracts

DERMATITIS FROM PENICILLIN IN MILK

MASTITIS in cows may be treated by injecting penicillin direct into their teats, and that procedure has led to widespread contamination of bulk milk supplies with the antibiotic. Borne and Barrett (*Brit. med. J.*, 1961, II, 1267) report a case of dermatitis due to the drinking by a patient known to be penicillin-sensitive of $\frac{1}{2}$ pint a day of milk found by analysis to contain 15 units of penicillin (0.03 units per mil). Attempts at desensitisation were unsuccessful, but addition of 0.75 mil of penicillinase to each pint of milk finally removed the symptoms.

TOXICITY OF ALCOHOL TO CHILDREN

HYPOGLYCAEMIA and convulsions developing in two young children who drank preparations containing alcohol have been described by L. H. Cummins (*J. Pediat.*, 1961, 58, 23). The first child, a boy of six, swallowed an unknown quantity of gin, went into severe convulsions, and died. Pronounced hypoglycaemia, with a blood-sugar level of 15 mgm. per 100 mils, lasted for six hours or more, and provoked irreversible brain damage. The second, a girl of three, drank about 20 mils of an eau de Cologne containing 85 per cent. of alcohol with aromatic substances. There was sufficient methyl alcohol present to produce a definite acidosis, the girl's blood-sugar concentration fell to 22.5 mgm. per 100 mils, and she became convulsed. After dextrose had been injected intravenously her condition dramatically improved, and it was evident that her convulsions were due only to the severe fall in blood sugar. Cummins points out that alcohol provokes hypoglycaemia whenever the liver has become depleted of glycogen, and that the livers of adults who have died of acute or chronic alcoholism contain little glycogen. Whenever a child shows convulsions or a tendency to become comatose after drinking a substance suspected of containing alcohol, a sample of venous blood should be taken for sugar determination, and about 50 per cent. dextrose injection should be injected through the same needle.

Progress Towards Measles Vaccination

PROVED PROTECTION BUT AT COST OF SEVERE REACTIONS

DURING the past two years American reports of measles vaccine have stimulated the hope that the prevention of measles may be a practical possibility. In England the preparation of measles vaccines at the Wellcome Research Laboratories has been described (*Brit. med. J.*, 1961, **2**, 1244), and clinical trials of the British preparations have been undertaken in England and Nigeria. The vaccines concerned contain living attenuated measles virus. Their development was made possible by the work of Enders and Peebles who, in 1954, first grew measles virus in tissue cultures, a strain of the virus, adapted for growth in chick embryos, having been found to have declined in virulence while retaining antigenic potency. Procedures designed to attenuate further that strain of the virus were undertaken at the Wellcome laboratories, and two vaccines were prepared and dispensed as freeze-dried preparations. The clinical trials were designed to find out, under the differing conditions prevailing in England and Nigeria, the potency of the vaccines and the type and severity of the reactions after vaccination. As well as the British vaccines, two American vaccines were included in the trial.

The British and Nigerian trials followed a similar pattern. Before vaccination a blood sample was examined for measles antibody at the Wellcome Research Laboratories. Only those children without antibody, and thus without natural protection against measles, participated in the trial. About six weeks after vaccination the antibody level conferred by the vaccine was examined in a second sample. All the vaccines produced a good antibody response, indicating that protection was satisfactory. The high level of protection was confirmed as a result of an outbreak of measles

which occurred some months after the vaccinations in one of the hospitals where the trials were undertaken. None of the vaccinated children developed measles, whereas three unvaccinated children died from the disease.

Unfortunately, vaccination reactions were frequent and some were severe. Many of the children developed pyrexia and rash after vaccination and became fretful and unwell; in a few cases respiratory symptoms and tonsillitis occurred. Those findings are in general agreement with results reported from America. The conclusions are that the current measles vaccines prepared from Enders attenuated virus produce excellent protection against measles, but that the vaccination reactions are too frequent and too pronounced to render the present vaccines suitable for widespread use. The report thus disappoints the expectation that a safe and effective measles vaccine is currently available. It is true that the reactions may be mitigated by small doses of gamma globulin, but it is unlikely that measles immunisation by the method would be possible on a national scale.

The most promising line of progress appears to be a further attenuation of the virus strains, and it is hoped that the progress will be rapid. About 750,000 cases of measles have been notified in England and Wales in 1961 and the disease remains a serious cause of mortality, while in children living in institutions an outbreak of measles can be disastrous. In the world's underdeveloped countries the need for a safe and effective measles vaccine is urgent. In West Africa, for example, about four children in every 100 who contract measles die of the disease. Many of those lives will be saved and much suffering prevented when a safe and effective measles vaccine is eventually produced.

NEW BOOKS

Directory of the Republic of the Sudan 1961-62

Diplomatic Press and Publishing Co., Ltd., 13 Cotswold Gardens, London, N.W.2. 11 X 8½ in. Pp. 215. 30s.

THE directory follows closely the pattern set by the 1960 diary. Much of the text and many of the illustrations have been repeated, but some of the items have been extended, making the volume slightly larger than last time.

Bell's Sale of Food and Drugs (Service Volume—Issue No. 4).

JOHN O'KEEFE, B.Sc.(ECON.), LL.B. Butterworth & Co. (Publishers), Ltd., 88 Kingsway, London, W.C.2. 9½ x 6½ in. Pp. 268. 32s. 6d.

LIKE its predecessors, this supplementary issue is prepared in loose-leaf form to be incorporated into the main work. With the third service volume (see *C. & D.*, October 15, 1960, p. 485) is indispensable for those who use the main work and require an up-to-date reference volume on all aspects of food and drugs legislation.

Orientation in Pharmacy

RALPH W. CLARK, PH.D. Henry Kimpton, 134 Great Portland Street, W.1. 5½ x 8 in. Pp. 182. 34s.

THE problem of providing would-be students with information concerning the background and the "atmosphere" of pharmacy is becoming increasingly difficult yet, it is an essential that must be faced in view of the changed educational requirements. Orientation in Pharmacy is one attempt to meet such problems in the United States. Dr. Clark is dean of the College of Pharmacy, Principal of Pharmacy, University of Norman, Oklahoma, and this is a second edition. The first was published in 1958 and has served as a guide for the student to determine whether or not he wished to adopt pharmacy as a career. In preparing the new edition care has been taken to revise the text in view of the changes that have taken place in American pharmacy. Although written entirely with an American background, there are

many aspects of the profession common to other countries and the book could, in a number of ways, be considered to be of value to pharmaceutical neophytes in other countries, although its cost will probably mean that the students will be more likely to refer to the book in a library rather than on their own bookshelves.

Kerly on Trade Marks

R. G. LLOYD. Sweet & Maxwell, Ltd., 11 New Fetter Lane, London, E.C.4. 9¾ x 6 in. Pp. 704. £7 7s.

THE basis of the pharmaceutical industry has variously been described as its research work, its raw materials, and its "know-how." Many, however, would suggest its vitality depends upon a use of brand names or trade marks and it cannot be denied that, in the modern pharmaceutical industry, trade marks have acquired almost as great an importance as therapeutic agents. It follows then that a text-book on trade marks should receive a welcome in the industry. But Kerly is no mere text-book. It might well be described as the authoritative treatise on the subject. Since 1894, when the first edition was issued, it has been constantly quoted in trade-mark cases. The seventh edition, published in 1951, was the first to be issued after the passing of the Trade Marks Act of 1938, and as Mr. R. G. Lloyd (editor of the present edition) states in the preface, "there have been many important cases decided on that act." References and quotations from those cases are now incorporated in the new edition and have, where necessary, replaced many of the earlier ones. Reference to the Merchandise Marks Act, 1953, and the Geneva Conventions Act, 1957, are also included. The table of contents is divided into no less than twenty sections, and covers every aspect of trade-mark registration, infringements, assignments, passing-off, etc. The book is not for those who wish merely to obtain a superficial knowledge of the subject. It is a reference book for those others who, having the initial knowledge of trade-mark procedures, may consult (and rarely fail to find) information on specific questions that arise from time to time.

SIMPLICITAS IN COMPLEXITATEM

THE MANY PROPERTIES OF

MODERN COD LIVER OIL

Cod liver oil has sometimes been thought of merely as a helpful but slightly old-fashioned dietary supplement for infants and young children, and their mothers. And some children, it is still said, simply will not take it.

NEW PROCESS BRINGS NEW PALATABILITY

A distaste for cod liver oil, which is found in a few children, is probably a relic, communicated by their parents, of the old-fashioned oil that did often carry a strong taste and odour. The method of extraction of cod liver oil was radically altered some years ago, and has been improved since. Modern cod liver oil has no unpleasant taste, and is readily taken by almost any child not conditioned by outmoded parental attitudes.

POLYUNSATURATED FRACTIONS

Modern cod liver oil is a most versatile substance, which recent research has demonstrated to be an up-to-date nutritional aid. In particular, probably by virtue of its content of polyunsaturated oils, it has been shown to be even more effective than corn oil in lowering plasma-cholesterol levels.

OTHER FACTORS

Cod liver oil is also, of course, a very concentrated energy source. It supplies vitamins A and D, but not in quantities that are likely to prove anything but beneficial. It supplies also vitamin E, glyceryl ethers, various sterols, and traces of iodine.

The above facts help to explain the variety of usage that characterises modern cod liver oil. It is not merely a vitamin supplement suitable for all age groups, but a useful nutritional [and possibly therapeutic] aid in tuberculosis, and in convalescence from a variety of diseases. It has been successfully used in the topical treatment of ulcers, burns and certain rashes. Cod liver oil may therefore come to be recommended by doctors for the prevention of coronary thrombosis, strokes and allied conditions. It is a modern, acceptable and versatile product of natural origin.

**THESE NEW DEVELOPMENTS WILL HELP YOU WHEN
MAKING RECOMMENDATIONS TO YOUR CUSTOMERS**

ISSUED BY THE MAKERS OF

Seven Seas

AVAILABLE IN BOTTLES AND CAPSULES

THE WORLD'S LARGEST PRODUCERS OF COD LIVER OIL

Into the Midlands

UNICHEM, LTD., ESTABLISH A DEPÔT AT NUNEATON

THE first provincial depôt for Unichem, Ltd., is now open. Located on the Camp Hill Estate at Nuneaton, it is under the management of Mr. C. Maude and serves pharmacies within a thirty-mile radius of the town—an area that takes in Birmingham, Coventry, Leamington, Lichfield, Rugby, Smethwick, Solihull, Sutton Coldfield, Tamworth, Warwick and West Bromwich. The premises had a formal opening recently by the mayor of Nuneaton and the depôt is now effectively operational, if not yet in the full operation that is in process of being achieved.

The premises comprise a two-story office block flanked by single-story warehouses and loading bays. In the planning and layout the company's twenty-three years' of experience in distribution in the London area have been applied with the aim of providing an uninterrupted flow line. Vans bringing goods from the manufacturers reverse into a loading bay at the left (East) side, and slightly to the rear of the central office block, and the goods are unloaded on to a concrete platform at tailboard level. A canopy of translucent glass-fibre sheeting gives protection in wet weather without cutting down the available light, and a bellows-type plastic screen is drawn across to prevent heat loss from the building in cold weather when no unloading is in progress. From the unloading platform the goods received are passed through a hatch into a bulk store, and drawn from there as required for replenishing the shelves in one of two warehouses beyond—the first, A-M, extending rearwards in a series of bays to the main rear wall of the premises, and the second, N-Z, in a parallel series returning from the rear wall on the West side of the premises. The two sides are



Central office block with dispatch bay at right. An identical goods-inwards bay is at the left of the office block.

connected by a passage running behind the central office block, and having a translucent-sheeting outer wall. Along it is a conveyor.

For the warehouse shelves, slotted-angle fitments have been made standard, and the goods are arranged upon them in ABC order of manufacturer. Each bay is under the care of a worker who receives the chemist's order list, collects into a fibre-board box-tray those items upon it that are within the bay, and places the part-filled tray and list upon a bench lining the inner wall and extending to the rearmost bay. From the bench the box is picked up in turn by the worker at each succeeding bay and so on through the two warehouses. At the final bay are the "heavies," such as drugs in winches-ters. A Dangerous Drugs room comes next, and the filled box-trays pass into a checking room, where they are verified against the order, transferred to a

bench opposite, boxed for transit, and passed out through a hatch to a West-side loading bay, the twin of the receiving bay already described.

Above each warehouse is a gallery whose "floor" is a metal grid which, in addition to being light in weight and strong, allows free passage of air and so of warmth. The gallery is earmarked for storage of dressings and sundries.

Orders from the chemist customers are received either overnight by automatic telephone (at present two machines of an eventual six are in use) or by ordinary telephone. The order clerks sit headphoned at a central bench compartmented into ten sound-proof sections by transparent screens. Adjacent sockets under the bench enable each girl to plug in to either automatic or G.P.O. telephone without moving from her seat. The incoming call goes first to an exchange manual in a corner cubicle, from which the operator passes it to an order clerk shown by an indicator light to be free to take it. For same-day delivery, customers are telephoned to in the order of the van dispatch times. Orders are taken down in triplicate (order, delivery note and invoice) direct on to a typewriter or, if re-



At left: Assembly department A-M, with gallery flooring grill above. At right: Drug and galenical checking bay, in which orders of pharmaceutical specialties and galenicals are "married up."

ceived by post, photographed (hence the customer receives the invoice in his own handwriting). At a later date the automatic telephone is expected to become available for daytime as well as overnight use, thus saving chemists' time. The 'phone girls start work at 8 a.m., dealing first with the overnight orders, and the quick-flow layout of the warehouse allows the first vans to be loaded and away by ten.

Capable of Separation

On the first floor are buyers' office and invoicing department. A ground-floor staff rest room is equipped with a machine for delivering tea or coffee into paper cups, and has wide glass windows opening on to an inner courtyard. The whole office block may, if needed, be closed off from the warehouse and operated as a separate unit.

The Unichem organisation, whose new depôt it is, was established to strengthen the position of participating chemists against their larger competitors. In the course of its twenty-three years the organisation has greatly expanded its distribution facilities.



Orders being taken down at benches connected to G.P.O. and automatic telephones by clerks in transparent soundproof compartments.

Today it has 1962 supporters, owns three London distributing warehouses (at Tooting, Colliers Wood and Walthamstow) and has a staff of 500, including nine pharmacists. Profits accrued by its trading activities are devoted to the service of its supporters, whether by rebates to supporters, divi-

dends to ordinary shareholders (all of them pharmacists) or other means. Already new clients have been attracted by the Nuneaton depôt, and it may be expected that other such depôts will come into existence as and when opportune to widen still further the company's activities.

A PHARMACY IN A NEW SHOPPING AREA

Design and plan influenced by Bedford site

LIKE a number of other towns Bedford has been carrying out a major redevelopment of its shopping centre. One man who has looked ahead and opened a pharmacy in a strategic position is Mr. S. C. Bentley, M.P.S., managing director of Goggs & Osborne, Ltd., whose Bedford pharmacy is on a covered way along which pass both passengers alighting at the town's bus station and motorists parking their cars in its multistory park, one of the earliest of the new drive-in type to come into service. Mr. Bentley analysed the site character and realised that a facia in the accepted position would be unnecessary and indeed wasted, for passers-by, when they arrived at the shop, would be unlikely to raise their eyes to facia level. So he had a "sub-facia," if the term may be used, placed beneath the window soffit and confined the legend to the word "CHEMIST." The company's name appears, however,

At right : Exterior of the shop, showing backless "chemist" window giving full view of the interior and camera display at left of the glass-doored entrance. Below : A general view of the interior showing the effective use of ceiling lighting.

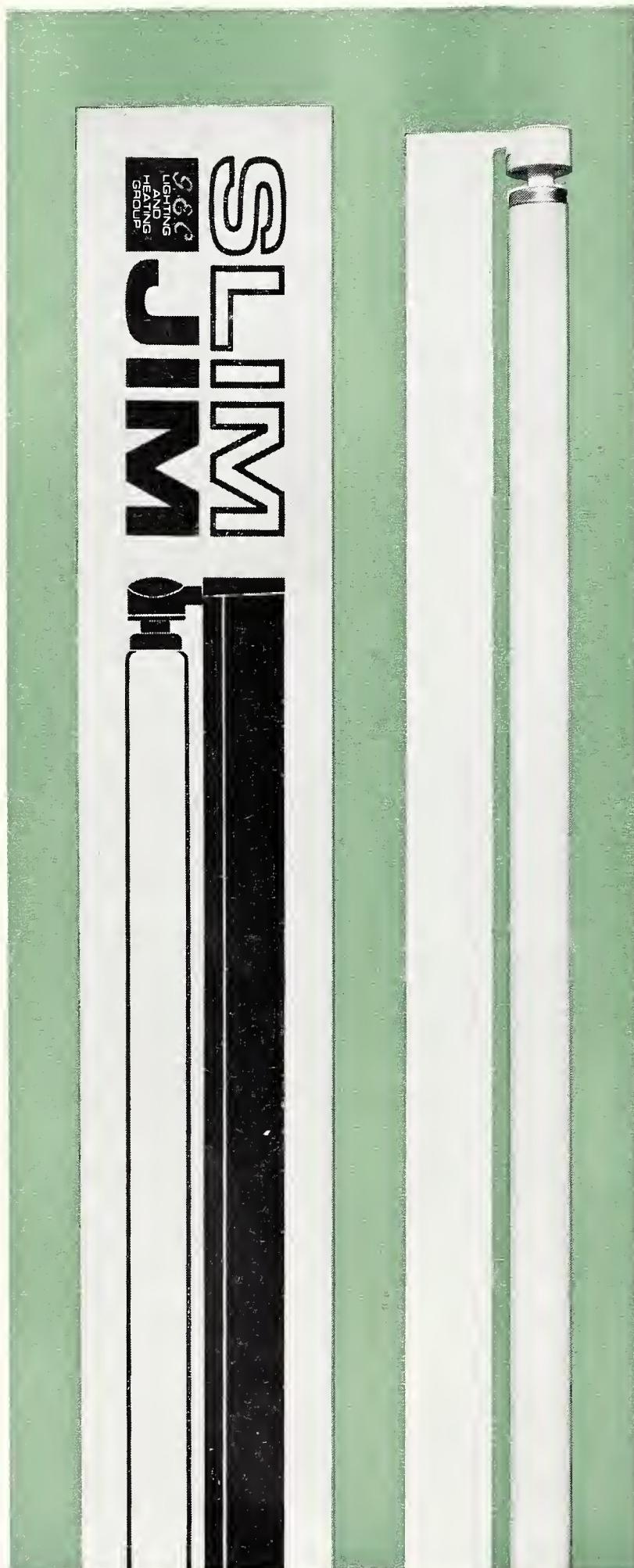


along the edge of a display stand that faces the shopper as he or she looks through the "open" (i.e. backless) window. Wide double-armoured glass doors



extend the view of the brightly lit interior, so that the person coming in from the bus station sees first the drug and cosmetic counter and wall cases inside the front shop. The pharmacy's photographic department, destined to become a major factor in turnover, occupies the left-hand side of the shop and has its own small showcase counter, wall showcase (normally locked) for displaying expensive apparatus, and its own window with pelmet boldly labelled "CAMERAS." The lighting of the shop is subtly decorative. Fluorescent lamps above white panels form an apparent chequer-board ceiling, though the black "squares" are in reality at a higher level, for they are the real ceiling of the shop.

The dispensing department is behind the tall rear display case seen through the doorway in the left-hand illustration. The display case, echoing the site plan, is at an angle to (not parallel with) the shopfront. Set into the front of the drug counter is a recess housing a symbol of pharmacy: a bell-metal mortar.



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National Pharmacy Modernisation Project

"BEFORE AND AFTER" STATISTICS TO BE MADE AVAILABLE

TO encourage members to modernise their pharmacies and compete more effectively with other types of retail outlets, the National Pharmaceutical Union in collaboration with the National Association of Shopfitters has arranged a national pharmacy modernisation project. Following the formation of a liaison committee by the two organisations it was felt that the best way to achieve the desired effect was to employ a method whereby facts and figures, as opposed to theories, could be used to show not only that the need for modernising existed but that if applied it would fully justify the expenditure. It was therefore decided to select a suitable pharmacy, subject it to a complete modernisation and to obtain full statistical and relevant data over periods both prior to and after modernisation. After agreeing principles it was decided to select an average pharmacy from a number in the London area and for the purpose of the experiment the premises of E. Moss, Ltd., 21 Lampton Road, Hounslow, were chosen. Mr. Moss had undertaken to meet all costs involved and to allow the information and experience to be made available for the benefit of the N.P.U. membership.

The idea is that the pharmacy shall be run in its present state for a period of nine months. It would then be at the disposal of the shopfitters for three months; a further period of nine months would then follow during which more statistical information would be obtained under the changed circumstances. During the nine month periods immediately before and after the alterations detailed analysis of sales would be kept under seven headings, proprietary medicines, sundries, toiletries and cosmetics, fancy goods, photographic, baby goods and drugs. To assist in the compiling of the information the National Cash Register Co. have co-operated by providing special cash registers.

Members of the National Association of Shopfitters have been invited to submit designs and specifications for the project and those who wish to enter are to receive particulars, together with drawings and photographs of the premises. They are asked to design a new shopfront and interior fittings to sales area, dispensary and stock room, bearing in mind the need for efficiency of operation and using the most modern materials that would require the minimum maintenance cost. All schemes submitted by the shopfitters will be judged on normal commercial grounds (design, function and value for money), though it is emphasised that price will not be the sole determining factor. The schemes are to be considered by the National Pharmaceutical Union and Shopfitters Liaison Committee and the statistical comparisons are to be made available to both organisations for publicity purposes. When the project is completed it is intended that an illustrated booklet "The Story of

the National Pharmacy Modernisation Project" is to be made available to all N.P.U. members. Photographs, slides and colour transparencies will also be available to encourage discussion at branch meetings.

The pharmacy that has been chosen is situated in a secondary road some

400 yards from a main shopping thoroughfare and serves a heavily populated area comprising middle and working class population. The present staff is composed of a pharmacist manager, a full-time female dispenser, two female assistants and one part-time female assistant.

NATIONAL PHARMACEUTICAL UNION Executive Committee meeting

AT a meeting of the National Pharmaceutical Union Executive Committee held on November 29, the secretary (Mr. J. Wright) was authorised to make certain changes in office organisation and to recruit additional staff with a view to obtaining certain factual and statistical information for use in future negotiations with the Ministry of Health, for the assistance of the marketing policy committee in deciding future policy, and for the assistance generally of the Executive Committee in considering future policy. The advisability and practicability of using the services of approved outside statistical and research organisations is to be investigated.

After consideration had been given to the resolution adopted at the Conference of representatives of Pharmaceutical Committees (C. & D., November 25, p. 572), the secretary was instructed to draw up a draft constitution under which employee pharmacists could be admitted as associate members. Further consideration would be given to the resolution by the Executive Committee at its next meeting.

It was agreed that a special subcommittee should examine the report of the Committee on the General Practice of Pharmacy in detail, with a view to advising N.P.U. Branches and, if desirable, members generally, on points requiring special consideration when the report comes up for general discussion at branch meetings.

The provision of a merchandiser or display unit for hot-water bottles, an extension and revision of the present colour range and the supply of point of sale display material, it was stated, was under consideration.

Preliminary consideration was given to the formulation of the policy to be adopted by the N.P.U. in connection with requests for guidance from members on advertising, bearing in mind the present policy of the Council of the Pharmaceutical Society.

It was resolved that the thanks of the Executive Committee should be conveyed to Mr. E. J. W. Cuer for his assistance given in connection with the local arrangements for the meeting that was held in Worthing on November 15.

CHEMIST CONTRACTORS Committee to meet on remuneration

THE Central National Health Service (Chemist Contractors) Committee are to hold a special meeting on December 12 to settle what action should be taken in the immediate future in pursuing with the Ministry of Health, and through other channels, the claim for a professional fee and for reasonable levels of oncost and other N.H.S. payments.

The Committee, which met on November 28, also gave consideration to the existing arrangements for the supply of drugs in rural areas and decisions were taken on an approach to be made to the Ministry about the one-mile limit and on means of seeking to ensure that a proper choice was afforded to new patients in rural areas between the dispensing doctor and the pharmacist for supplying N.H.S. medicines. Proposals for changes in the remuneration for the supply of oxygen and oxygen therapy equipment which were drawn up by the oxygen subcommittee and subsequently approved by the Central N.H.S. Committee are to be circulated for comment to a selection of pharmacists handling oxygen, through Pharmaceutical Committees.

Amongst other matters discussed at the meeting were the taking of test samples

under the drug testing scheme, difficulties arising from the registration as trade marks of similar names for proprietary medicines in relation to bad handwriting on prescriptions, the state of pricing in the Bureaux and a number of pricing problems.

Mr. J. Wright was appointed secretary of the Staff Side of Committee A of the Pharmaceutical Whitley Council.

N.H.S. STATISTICS

In NORTHERN IRELAND during July 476,399 prescriptions (341,273 forms) were dispensed at a total cost of £185,221. Average cost per prescription was 93·87d. During August 481,112 prescriptions (344,413 forms) were dispensed at a cost of £235,317. Average cost per prescription 117·39d.

In ENGLAND during June 14,861,518 prescriptions (10,435,648 forms) were dispensed at a total cost of £6,163,191. Average cost per prescription was 99·53d. During July 13,996,414 prescriptions (9,834,136 forms) were dispensed at a total cost of £5,909,675. Average cost per prescription 101·33d. During August 13,016,047 prescriptions (9,073,029 forms) cost £5,522,497, an average of 101·83d. per prescription.

ISLE OF WIGHT BRANCH DINNER

"Men of parts now highly trained experts"

A PAST president and two members of the Council of the Pharmaceutical Society of Great Britain—Mr. Donald Hudson and Messrs. J. C. Bloomfield and A. R. Chamings, respectively—attended the annual dinner and dance of the Isle of Wight Branch at Ryde on November 9. The branch chairman (Mr. H. H. Gould) presided over a gathering of more than eighty members and friends. Proposing the toast—the Society and the Branch—the mayor of Ryde (Councillor E. H. Castle, J.P.) stated that, in his boyhood, pharmacists had been "men of many parts." Now, he said, they were highly trained experts playing an invaluable part in the National Health Service. He also spoke of the public service given to Ryde by pharmacists as local councillors. Mr. Chamings, responding

to the toast, said that far from making large profits from the Health Service, pharmacists were often subsidising it. Medicines were cheaper in Great Britain, he said, than in any other civilised country and the Minister of Health would eventually have to appreciate professional services more generously. Mr. H. H. Gould (chairman), proposing the toast—The Guests—spoke of the happy relationships with the medical, dental and legal professions. Replying, County Alderman Miss May O'Conor (chairman, Isle of Wight Executive Council) spoke of the harmonious relations between the pharmacists of the Island and the Executive Council and said that the record of accuracy in dispensing was extremely high and one of which pharmacists might be proud.

WHIST DRIVE, DINNER AND DANCE

Tributes to president and his predecessors at Blackpool's "annual"

OVER 330 members and guests met on November 8 for the annual whist drive, dinner and dance of the Blackpool Branch of the Pharmaceutical Society. The president (Mr. J. R. Parkinson) was in the chair and the toast "The President" was proposed by Mr. J. Thompson (vice-president), who gave a résumé of Mr. Parkinson's service to the Branch, both on the committee and during his four years as secretary. He also touched on Mr. Parkinson's service as National Pharmaceutical Union branch secretary for six years, and his work on the local Pharmaceutical Committee. The president's photographic and artistic interests were evidenced in the table plan surround and gavel in use that night.

The president said he felt honoured to preside over such a large gathering.

He welcomed parties from Preston, Liverpool, Lancaster and Morecambe, and Burnley branches.

Mrs. J. R. Parkinson replied, thanking Branch members for a dinner trolley, presented to her on behalf of the members by Mr. J. Holmes.

Messrs. J. Thompson and H. Rigby were masters of ceremonies for the whist drive that followed, the dancing being presided over by Messrs. J. Holmes and J. A. Smith.

An unusual event in the proceedings was the presentation of a souvenir replica of the president's jewel, surmounted by a bar inscribed "Past President" to all the past presidents present. A short speech on behalf of the recipients was made by the immediate past-president of the Branch (Mrs. M. W. J. Limb).

SOCIETY OF COSMETIC CHEMISTS

Address on the advertising of cosmetics

THE president of the Society of Cosmetic Chemists of Great Britain (Dr. H. W. Hibbott) introduced the speaker, Mr. M. Moss (D. & W. Gibbs, Ltd.) at a meeting in London on October 8. Mr. Moss's subject was "Advertising in the Cosmetic Industry," and the speaker indicated that he would be drawing on his own experience, which was chiefly in the shampoo and tooth-paste field. Advertising, he said, enabled the manufacturer to communicate with those who, he hoped, would buy his product. To achieve that end it must be both informative and persuasive, and he showed a television advertisement film of Two Step shampoo and analysed it; a similar analysis made of advertising films for Signal tooth-paste. It appeared from results that the public regarded tooth-paste seriously, and therefore a light-hearted approach was to be avoided. It was more difficult to advertise an entirely new product, which involved a change in the public's established habits. As an example, he showed a film advertising tablets for sucking by children and which had the advan-

tage of cleaning teeth in the process.

Television, he said, had revolutionised advertising results. After an intense national campaign peak results could occur within six months of its inception. That, of course, had repercussions on purchasing, production and distribution. The speaker then turned to the morality of advertising. Whilst an advertisement omitted reference to the less favourable qualities of the product advertised, it must not greatly exaggerate or over claim. In the speaker's view such treatment would not result in repeat business. He mentioned the precautions taken by television contractors against specious claims made by advertisers on their screens.

In the course of the discussion the lecturer stated that, with television, peak results could be reached quickly. It was difficult to estimate how much money should be allocated to advertising. Sometimes 15 per cent. more spent would make a substantial difference, but the estimates were necessarily imprecise. Asked how much should be spent to make a national impact when launching

a new product, he replied that twice the amount spent by the biggest advertiser might be required for a short period, falling to about three-quarters of that amount subsequently to complete the establishing of the product.

EIRE MEDICAL SERVICE

Labour demands means test

A SPECIAL meeting of Wexford County Council was called on November 9 at the request of the five Labour members to consider the withdrawal of numerous medical service cards. It was told by the county manager (Mr. T. F. Broe) that he could not take it upon himself to do something that the Oireachtas did not do. Mr. Broe was replying to a demand for the fixing of a definite scale of income to govern entitlement to a medical card. He added that the determination of an applicant's eligibility for a medical card was entirely a matter for the county manager discharging executive functions of the Health Authority. "Each application is considered on its merits."

After the five Labour members had cited a list of cases where hardship was caused by the withdrawal of medical cards, the manager said that, if specific cases were to be referred to, he would have to be given the names and addresses of the people concerned. He pointed out that Wexford was one of the highest counties in relation to proportion of population covered by medical cards. During the past financial year, the service had cost the Council £297,270, plus a State contribution of £280,870.

MR. A. MINIHAN calculated the cost at about £18 per person covered. That was a high figure, and he was not satisfied that a good enough service was being given. It would be better for those people to be in the voluntary health scheme, he stated. Mr. Minihan said that often the latest types of drugs could not be had at the dispensaries, and patients had to buy them at chemist shops at a high cost.

MR. J. J. BOWE, agreeing, said that the stocks of drugs in the dispensaries were "from five to ten years behind time."

The manager said that the dispensary doctors could telephone to the council hospital for certain drugs if required, and get them immediately.

MR. T. J. O'LOUGHLIN said the number of people who suffered from diabetes and had to have drugs all the time was surprising. Many such people were "just above the border-line" for qualification for a medical card, and he thought a special case should be made for them.

The manager said he would be prepared to make special provision for those people.

THE CHAIRMAN (Mr. J. J. Kennedy), said that the Health Act was one of the most controversial Acts ever introduced in the country. It had wrecked one Government and nearly wrecked another. Entitlement to medical cards was the part of the Act that seemed to create the most trouble. He felt the approach of the assistance officers appeared to be rather to find out who were not entitled to cards than who were. The opposite should be the ideal.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

MR. DONALD WILLIAM WADE asked the Minister of Agriculture, Fisheries and Food when the report of the research study group on poisonous substances used in agriculture would be published. MR. CHRISTOPHER SOAMES (Minister of Agriculture) in a written reply on November 16 stated, "Shortly." (See p. 636.)

Bronchitis

Asked by MR. P. NOEL-BAKER how many working days were lost on account of absence due to bronchitis, MR. J. BOYD-CARPENTER (Minister of Pensions and National Insurance) in a written reply on November 27 stated that a sample analysis of the statistics for the year to May 30, 1959, suggested that approximately 31 million days were so lost in Great Britain.

First Aid in Factories

Asked by DR. BARNETT STROSS how many factories were required to have the first-aid box or cupboard in charge of a responsible person, trained in first-aid treatment, MR. JOHN HARE (Minister of Labour), in a written reply, stated that the requirements apply to factories of more than fifty employees, which numbered about 22,000.

Contraceptive Tablets

MR. N. RIDLEY asked the Minister of Health on December 4 whether "birth control pills could be prescribed under the National Health Service." MR. ENOCH POWELL replied "Yes."

MR. RIDLEY asked if the Minister would confirm or deny that the pills could cost up to 17s. a month and in view of that would the Minister issue careful instructions as to when the pills may be used since "the prescribing of the pills could cost a lot of money if not controlled on medical grounds." MR. POWELL said it was not for him to indicate to doctors what they should prescribe for their patients.

Drug Prices

MR. J. J. THORPE asked the Minister of Health on December 4 on what date he expected it would be possible to procure tetracycline, chlortetracycline, oxytetracycline and chloramphenicol for N.H.S. prescriptions at the price that was being paid by his department when purchasing the drugs for hospital service. MR. POWELL said that he hoped that the terms of supply to the general pharmaceutical services would be influenced by the price to the hospital service but there were a number of differences that made direct comparison impossible. MR. THORPE after referring to the Public Accounts Committee Reports asked the Minister to bear in mind that by allowing chemists to purchase those drugs at the same price as hospitals the Minister would save £2 millions or £3 millions of the drug bill "and smash the very unpleasant monopoly racket among American subsidiaries of drug firms. . ." MR. K. ROBINSON asked if the Minister could vary the chemists' contract so as to require them to pur-

chase the four drugs through the Ministry for the purpose of dispensing National Health Service prescriptions. MR. POWELL said he would have to consider whether he had statutory powers for that but he would watch continuously and closely the effect of the present procedure.

Anti-Haemophilia

MR. P. C. GOODHART asked the Minister of Health what action had been taken to dissuade doctors from prescribing the anti-haemophilia egg-white derivative under the National Health Service. MISS EDITH PIIT (Parliamentary Secretary, Ministry of Health) in a written answer on December 4 stated that the Committee on the Classification of Proprietary Preparations had included it in the list of preparations considered not to be of proved therapeutic value.

Prescriptions

MR. L. A. PAVITT asked the Minister of Health what was the annual cost for each of the last three years of checking the prescription costs of general practitioners in the National Health Service and how many medical officers and administrators were so employed. MR. POWELL in a written reply on December 4 stated the costs were £45,000, £52,000 and £63,000 including the rent and all overheads for a superintendent pharmacist and about ninety-five clerical staff employed by the Joint Pricing Committees and seven clerical staff employed by the Minister.

PUBLIC ACCOUNTS COMMITTEE

Pharmaceutical Industry Criticised

DURING the debate on the Public Accounts Committee's Reports in Parliament members referred to aspects of the National Health Service. MR. HAROLD WILSON (chairman) said that the reports and evidence taken by the Committee enabled the House to have a fuller picture of the National Health Service problems though not so full a picture as the Committee would have liked. He referred to the apparent disparity between profits made by American pharmaceutical manufacturers and those of the Swiss and British companies. The Ministry of Health had accepted that the profits of the American pharmaceutical companies were too high, and there had been a big improvement in the past year in the way the Ministry had approached the problem. However, the Minister had not been fully satisfied with what had been achieved. If the cost figures given by the American companies were true, they hardly squared with the impression given from a study of the evidence presented to the Kefauver Committee of the United States Senate.

The Public Accounts Committee had called for further figures to be made available, especially those of advertising costs. They had been told that expenditure on mail advertising and free samples amounted to 4·31 per cent. of the

total net sales of about £50 millions, but that figure did not include the cost of sales-promotion activities "by door-to-door representatives," which "we all know to be quite considerable." He thought that the Ministry of Health had had some success in trying to persuade pharmaceutical manufacturers to be a little less extravagant in their methods of sales promotion. The Committee had not reached any official conclusions on the matter because it did not have all the figures it needed and, despite pressure by the Ministry, information demanded from the industry was still not forthcoming. Mr. Wilson said "I suggest to the House that, from an industry which has grown fat at the expense of the public purse, this is simply gross impertinence, and the House ought not to tolerate it." He felt it right to give a reminder, speaking as an individual member of the Committee, "if the Ministry loses its nerve about getting the information required," that the Committee has full power to call for persons, papers and records. On chemists' remuneration he referred to the 1959 costing and settlement, and said it should be remembered that the "flat percentage" added to raw material and other costs meant "an automatic windfall gain to the pharmacists as a result of the higher prices charged

by the manufacturers." It was probably true to say that manufacturing costs were rising more than the costs of running chemists' shops during the period, and that involved an automatic increase more than the Ministry had envisaged in 1956. However, the Minister had now acted. He had shown himself "a great deal more tough in these matters" than his predecessors. "Whether he has been tough enough or too tough, time and the investigations of the Committee of Public Accounts will no doubt show."

MR. JOHN ARBUTHNOT said that the progress concerning the pharmaceutical industry "reflects the lowest common denominator among members of the Committee." He reminded the House that there was a major pharmaceutical firm in his constituency, and that might possibly colour his views, but it did mean that he knew a little about the industry and its difficulties. The real problem was the combination of the operation of the Patents Act, and the fact that the Government was the largest buyer of pharmaceutical products. Those two factors operated together and placed a particular responsibility on the industry to be completely frank, and on the Ministry to be fully informed. With some other members of the Committee he was in some doubt whether the industry was meeting that

obligation. It was, however, difficult to apportion costs between the various aspects of the industry. Another factor that should be borne in mind was that the National Health Service was spending about £56 millions on pharmaceuticals, excluding chemists' remuneration and costs of distribution. In contrast, £44 millions' worth of pharmaceutical goods were being exported. "If we chase the pharmaceutical industry too hard, then if we go into the Common Market, we shall find ourselves with American firms putting down their factories anywhere other than in Britain, and for the sake of what might be a comparatively small saving to the Ministry we might still lose a considerable export trade. In addition, we might find ourselves having to pay royalties for research that has taken place in America and not in Britain. In short, we might find ourselves in a much worse position for a negligible saving now." He thought the Government should beware of conducting a witch hunt "which would do considerable damage nationally." Replying to a question by MR. H. RHODES, MR. ARBUTHNOT said it was a fact that drugs could be bought more cheaply from Continental manufacturers, who did not do any of the research. He was not entirely defending the industry. For example, one of the arguments put forward by the industry was that the cost of pharmaceuticals in France and America was higher than in the United Kingdom, and that that was evidence that local prices were not unduly high. He did not think the point necessarily followed.

"Loggerheads"

He asked the Ministry not to get itself into the position of being at loggerheads with the industry so that manufacturers had no confidence that they would be treated reasonably if they were frank. He believed that, if the industry were frank, and if the Ministry created confidence, the Public Accounts Committee would be able to obtain the information that it needed to assure Parliament that prices charged were more than fair and reasonable. MR. JEREMY THORPE referred to three companies to which the Minister of Health had awarded contracts for the purchase of drug supplies from the Continent. He understood that some of the antibiotics that were being imported originated from Rumania. He also pointed out that hospitals purchased only 5 per cent. of all the drugs used. "Chemists are still having to pay very inflated prices." He mentioned a charge of £56 for 1,000 chlortetracycline tablets, against £24 charged to hospitals. He believed the Minister must extend to chemists the concession of the same right to buy in the cheapest market. He did not believe that a period of "more than three, four or possibly five years" was necessary to ensure that an organisation received a fair return for its research. Some consideration should be given to reducing the patent monopoly period. Drug firms affected by the Minister's recent action were trying to carry out a campaign to discredit those firms from which the Minister was purchasing drugs. "That is an iniquitous

campaign." He also believed that 33½ per cent. duty on imported drugs was wrong. "We should be able to buy in the cheapest markets, provided there are the necessary technical skills behind the product being sold." SIR COLIN THORTON-KEMSLEY said the pharmaceutical industry had a higher percentage of employees engaged on research work than any other branch of British industry. The entry of American subsidiaries into the British market had given to the industry benefits from world pharmaceutical research to the extent of about £100 millions a year. It was interesting to contrast that figure with the industry's sales to the National Health Service of about £56 millions. Better drugs had shortened the duration of hospital in-patient treatment and, since the cost of a day's stay in hospital was £3 3s. 7d., of which 2s. 1½d. was attributable to drugs and dressings, an extra day saved in hospital represented more than the equivalent of a four-week supply of drugs and dressings. MR. CLEDWYN HUGHES emphasised that the drugs that had been purchased by the Minister of Health from the Continent were only for the hospitals and said "we are still paying top price for 85 per cent. of the proprietary drugs." Notwithstanding the Continental purchases and the voluntary price-regulation scheme, he feared that the cost of proprietary drugs would still be excessive and that profits would still remain at about the 30 per cent. level. Mr. Cledwyn Hughes thought that the only solution was for the Government to go into business on its own account. The Medical Research Council did an extremely good job, but it could not manufacture goods for the Health Service. MR. ARBUTHNOT asked if Mr. Hughes was suggesting that the Government firm he was proposing to set up should steal the patents of the existing pharmaceutical manufacturers? MR. LAWRENCE PAVITT estimated that about 80 per cent. of the drugs at pre-

sent used in the National Health Service could be purchased centrally.

The bulletin of the Association of the British Pharmaceutical Industry contained an estimate of 2,600 representatives calling on doctors. "If that is so, it means that for every ten g.p.s there is one representative." He gave information about the *Prescribers' Journal* and compared it with the coloured pamphlets and brochures and other literature received by the general practitioner. He gave details of five proprietary brands of paracetamol tablets, one costing 9s. per 100, another 7s. 10d., a third 6s. 9d., the next 6s. 3d., and the last 6s. He understood it was, however, possible to purchase National Formulary products for 3s. 10d.

"It should be possible for the Public Accounts Committee, in the case of medicines or drugs that have the same therapeutic qualities, to do something about standardising the cost." He wondered if it would be possible for the Committee to see whether research costs could more effectively be borne by the Medical Research Council. SIR EDWARD BOYLE said the Ministry of Health had thoroughly investigated the figures of the cost and profits of certain companies, so far as it could do so in the light of the information given. He wished to make it plain that the Ministry was not proposing to drop the subject. It had put some specific questions to the drug companies regarding advertising costs, though he thought that it might be genuinely difficult for the industry to say just what its costs in all cases were. MR. HAROLD WILSON asked whether the Ministry of Health had statutory powers similar to the Board of Trade for getting information, and SIR EDWARD replied that it did not. He also assured MR. THORPE that the Ministry of Health and the Law Officers would consider the points he had raised concerning the monopoly period granted by patents.

TOXIC CHEMICALS IN AGRICULTURE

Report of the Research Study Group

THE Report of the Research Study Group on Toxic Chemicals in Agriculture and Food Storage reveals that no important aspect of research appeared to have been neglected, but there were "parts of the field in which present research was not . . . commensurate with the need." After reviewing the current measures for the control of the sale and use of pesticides in Great Britain, the Group also report that although the notification of Pesticides Scheme and the Agricultural Chemicals Approval Scheme were both voluntary schemes, there was no evidence to conclude they were failing in their purpose, or that more could be achieved by compulsory measures. There is reference in the report to the extensive research carried out by industry in discovering and developing improved types of pesticides. The Group consider that the labelling of some pesticides could be improved by the use of pictorial symbols to draw attention to possible hazards. Among their recommendations the Group indicate aspects of research that should be pursued. These include:—

- (a) The way pesticides work—as a basis for finding less toxic and more selective chemicals.
- (b) The breeding of varieties of crops resistant to pests and diseases.
- (c) The way pests acquire resistance to pesticides.
- (d) The toxicity of pesticides to mammals.
- (e) The study of the biology and interdependence of animals, birds, plants, and insects, including population studies, to assist the prediction of the effects of new chemicals.
- (f) The discovery of repellents for birds, bees, and beneficial insects, and chemicals that attract harmful insects.
- (g) The examination of hazards to operators using chemicals in the field.
- (h) The development of improved methods of analysis for pesticide residues.
- (i) Surveys to determine residues of pesticides in imported and home produced foods.
- (j) The effects of pesticides on farm animals and wild life, including birds, bees and beneficial insects.
- (k) Measures for reducing the need for using pesticides and reducing spray drift.
- (l) Effects of the possible build-up of pesticides in the soil, and investigating the possible contamination of water by pesticides, especially the use of chemicals used for the extermination of water weeds.

Correspondence

Direct Terms

SIR.—As a retailer who has been looking carefully into the sales policies outlined by E. C. Tenner (November 4, p. 506) I support every word that Mr. R. F. Kirby wrote in a recent issue (November 25, p. 588). Mr. Kirby has put the whole situation most clearly—the excellent service given over the past many years by wholesale firms such as his own deserve our loyalty and support; the present trends of events are rapidly making such support financially imperative. Our margins have dropped, they are still dropping, the 50 per cent. margin suggested by Mr. Kirby on standard wholesale prices would give us the fitting return for our efforts.

KENNETH SMITH,
Spalding, Lincs

No Benefit to the Trade

SIR.—I fully agree with the remarks made in the letter from Mr. R. F. Kirby published in your issue of November 25 (p. 588), and hasten to add that another annoying and useless method adopted by some manufacturers with a view to increasing their sales is the threepence and fourpence, etc., off the retail price of some of their products. That does not create greater consumption, but it does create additional clerical work for the wholesalers, with no benefit to the trade in general. It is time we wholesalers did something about it.

B. YOUNG & CO.,
Nottingham

Nothing New Under the Sun

SIR.—In your issue dated November 4 you published a picture of a specially designed double-cavity bottle which Messrs. D. & W. Gibbs claim to be unique. Supporting the claim that there is nothing new under the sun I enclose a photograph of a double-cavity bottle introduced by me forty years ago. The bottles were hand made. The product became popular in a restricted area but had to be withdrawn as no bottle manufacturer could produce the bottles at an economical price.

HAL J. WADE,
Aylesbury, Bucks

Agitate!

SIR.—Contractor pharmacists, like the teachers, have been sold out by their leaders. More than likely we have only ourselves to blame, as it is obvious that in many areas the delegates were not briefed by their members, and quite a number of local committees are "closed shops." From what one hears, there must be a great number of those gentlemen who feel guilty about our present and past remuneration, and deep down feel that

they are not worth it. Could it be that the Contractors Committee threw up a tremendous bluff "we will frighten Powell with a threat of withdrawal—but we don't really mean it" and that they were then themselves frightened by the overwhelming response they received? We all said we would back them up to and including the withdrawal. Now we must again negotiate, when we had stated we would not until we were granted professional status. Let us show that the voice of the Contractors Committee is wrong. Let us write to Powell and the Press and send dead stock to our M.P. Agitate! If you don't feel sore now, wait till your next N.H.S. cheque!

S. DARKE,
South Shields

More "Dead Stock"

SIR.—Thank you for publishing my letter of November 18 (C. & D., November 25, p. 588). I enclose herewith copies of the letters the company has sent to the Minister of Health during the past week. Each letter has been enclosed with an item of "dead stock." We feel that the best way out of the mess that the Contractors' Committee has got us into would be for us all to terminate our contracts and agree still to supply National Health prescriptions without a contract until a really fair-to-both-sides type of contract were agreed. In that way we should not lose the public sympathy and, as we could withdraw at any time, the Minister would not feel so . . . I had better say secure.

R. GLENTON,
Evington, Leics.

[The letters enclosed were sent daily and carry dates from November 20 to November 24. The following are selected passages.—EDITOR.]

Further to our letter of November 18, we enclose another sample of what you call "hidden profits" and what we consider to be "dead loss." Under the new terms you have imposed we cannot risk adding to these "hidden profits" so, after disposing of some of our present stocks, we shall only keep stocks of any drugs that are in heavy demand. . . . This will mean great inconvenience and in some cases serious delays for some of our National Health customers.

Late on Saturday night one of us who lives on the premises, was disturbed from his well earned rest by a 'phone call from a doctor. The call was to make up an urgent prescription for a baby with eye trouble. Fortunately we have not yet cut down on our stocks of the preparation so our staff man was able to open up the shop and dispense the prescription. After he had nicely settled down again there came another 'phone call, this time from the baby's father, to ask if the doctor had ordered the preparation. Half an hour later the father arrived to collect it. Three calls in a total of, off and on, one hour! . . . Had the chemist who lives on the premises been out the call would have gone to the one who lives away from the shop and he would not have even been allowed to charge his travelling expenses!

According to our calculations, the chemist contractors to the National Health Service carry between them stocks of drugs to the value of approximately £30 millions. In most cases, and certainly in our own, those stocks are maintained by a bank overdraft. You will know what interest the banks charge, so you will easily realise how little margin is left out of the 12½ per cent. to cover our expenses.

The fee you pay us for dispensing a D.D.A. prescription is sixpence. No clerk would accept

such a fee for the clerical work entailed, yet we are expected for that fee to do not only the clerical work but to accept the responsibility as well.

Now that you have imposed a system of differential payment the "basic pack" arrangement should be scrapped, and all drugs priced at the minimum pack price. Even you must agree that it can hardly be fair to deduct an allowance twice for the same "hidden profits."

Licences of Right

SIR.—Your comments under the heading "Drug Patents" (C. & D., November 25, p. 583) do not correctly state the legal position regarding patents concerned with food and medicine. To obtain a compulsory licence for patents covering subject matter other than food and medicine the applicant must prove that the patentee has abused his patent rights by failure to work the invention or by charging excessive prices. In the case of patents relating to food and drugs, on the other hand, the onus of proof is on the patentee, who must, if he can, show that there are special reasons why the compulsory licence should be refused (cf. Meinhardt, "Inventions, Patents and Monopoly," 2nd edition, London: Stevens, 1950, pp. 260-61). Two cases have been reported in which applicants for a compulsory licence have been successful (cf. Reports of Patent, Design and Trade Mark Cases (1941) 58 RPC. 12 and (1955) 72 RPC. 2). In both those instances there was no suggestion of abuse of monopoly. In the former case the defendant (Roche Products, Ltd.) had claimed that they could meet all demands for the product (vitamin B₁) at a fair price, but the judge said that, assuming their claims were justified, it still appeared desirable, particularly under war-time conditions, that there should be a second source of manufacture in this country. In the other case The British Drug Houses, Ltd., applied for a licence and the defendants (Parke Davis & Co., and Allen & Hanburys, Ltd.), opposed on the grounds that they could supply all the demands for chloramphenicol in this country, that they had accumulated a large amount of clinical information concerning the drug, and that it would be unsafe to allow the applicants, who did not possess the information, to manufacture and distribute that potentially dangerous drug. It was held by the Assistant Comptroller who heard the case that the defendants had not shown good reasons for refusing the application, and it was allowed. Furthermore it was laid down in connection with the latter case that the position in law regarding the bar of three years from the sealing of the patent, which is normally imposed in applications for compulsory licences, does not apply to food and medicine patents. A compulsory licence may be applied for at any time after the sealing of the patent (cf. Terrell on Patents, latest edition). Although it would appear that few applications for compulsory licences for medicines have been applied for, it is as well that the pharmaceutical industry should realise that its monopoly rights in medicinal patents is a precarious one.

FRANK NEWBY, M.I. INF. Sc.,
Chinley, Derbyshire



Ulster Chemists' Association

ANNUAL MEETING IN BELFAST

THE annual general meeting of the Ulster Chemists' Association was held in Belfast on November 30, the president (MR. W. J. MOFFETT) in the chair.

The annual report of the Executive Committee was adopted on the proposal of MR. M. W. HENDERSON, seconded by MR. W. A. BEGGS, and the financial statement presented by the honorary treasurer (MR. J. F. RANKIN) was approved on the proposal of MR. H. Y. FERGUSSON, seconded by MR. R. A. FOYE. Commenting on the accounts for the year MR. RANKIN said that owing to the increased charges for postage, telephone calls, etc., it was almost certain that the subscription would require to be increased during 1962.

No new candidates being nominated for election to the Executive Committee, THE PRESIDENT declared the following retiring members re-elected for a further period of two years:—Miss C. B. Abernethy, Messrs. J. C. Acheson, H. S. Anderson, W. H. Boyd, H. Donaghey, M. C. Mooney.

President's Address

In his presidential address, Mr. Moffett said he had attended meetings of the Local Pharmaceutical Committee and thought that pharmacists were fortunate in having such a body to look after their Health Service interests. He congratulated the Committee on its work. He said that at the last meeting he was particularly pleased to see Mr. H. W. Gamble elected as liaison member between the Scottish Pharmaceutical Standing Committee and the Local Pharmaceutical Committee.

He went on to say that a great blow had been received at the beginning of the year by the news of the sudden deaths of Mr. J. Caldwell, Mr. W. R. McNabb and, a little later, of Mr. A. Steede. In a tribute to Mr. Caldwell he said he "lived and breathed pharmacy." Mr. A. Steede he described as "one of our oldest and trusted members." His experience and wise counsel would be greatly missed. Messrs. W. E. Cooper, J. Knox and T. I. O'Rourke had been co-opted to fill the vacancies.

The year 1961 had been a difficult year for retailers, Mr. Moffett said, especially chemist retailers who were now feeling "the effect of economic blast." Unemployment had unfortunately been again in evidence. The Executive Committee had protested strongly against the 2s. charge on prescriptions, as it was felt that children and old age pensioners should have been exempted from the charge. Some members had complained that the public believed that chemists retained the 2s. levies, and the Committee had a letter drawn up in consultation with the Ministry of Health, and inserted in the Press which clarified the situation.

The Chancellor's decision to uplift purchase tax by 10 per cent. had brought much extra work to the retailer, and the office staff had a big

task advising new prices of goods affected. "I cannot think," said the president, "that the Chancellor realises the extra work an alteration in purchase tax gives to the retailer and all the people responsible for issuing lists." He went on to say that many members appeared to be suffering from economic pressure. He advised members not to overbuy, "to be careful to purchase goods from firms who had supported chemists throughout the years, and to endeavour to buy goods which allowed a discount of 33½ per cent." Work was proceeding with the price list and it was hoped to issue the new copy early in the New Year. The president stated that 1961 was an important year in the life of the Association (its sixtieth anniversary) and an enjoyable function had been organised to celebrate its Diamond Jubilee. A week-end conference held in Portrush had proved "most enjoyable, both from social and business angles." The consensus of opinion had been that another conference must be held next year.

During the year the Association had taken vigorous action against the channelling of pharmaceutical lines through supermarkets, stores, etc., with considerable success. The Committee would continue to pursue that policy.

The problem of broken bulk was a serious one, and the Association had consistently questioned manufacturers about the possibility of introducing intermediate packs. The president said he would be pleased to hear from members who had suggestions to make on the matter.

For some years the Committee had been concerned about the drift in the cosmetic side of the business away from pharmacies. It was decided, he explained, to train assistants so that they were more conversant with the selling of cosmetics. So far the first two lectures had been enthusiastically received and had proved most helpful. Besides training on the use of cosmetics, he added, it was proposed to train assistants on the display of goods and the correct approach to customers.

Turning to another subject, the president stated that it had been learned that when test prescriptions had been received, there was a tendency to slackness in its labelling and presentation. "We are a small community of chemists and I must appeal to members to remember their early training," urged Mr. Moffett.

In conclusion, the president thanked the members of the Association, of the Executive Committee, the office staff, and the secretary of the Association (Miss A. E. Strachan) without whose valuable help, he said, it would be difficult to carry on.

Discussion

Discussion followed regarding the Health Services and Mr. E. A. Poots asked if any information could be given regarding what was being done to make Health Service dispensing profitable.

Replying, MR. H. W. GAMBLE outlined the action already taken by the Scottish Chemists, with whom the Local Pharmaceutical Committee were in close contact, to negotiate for a higher remuneration for chemists.

The matter was raised by various provincial members questioning the wisdom of the Executive Committee of the Ulster Chemists' Association instigating the formation of the Ulster Wholesale Chemists' Association (see *C. & D.*, November 18, p. 544).

THE PRESIDENT replied that the Executive Committee had not instigated the formation of the new association but that local wholesalers themselves had been endeavouring to associate for many years. At a meeting of representatives of local associations held last year, however, a resolution was passed calling upon the Committee to encourage the formation of the Wholesalers' Association, as it was felt that such a group would act in close liaison with the retail association to the general benefit of Northern Ireland pharmacy at large.

Plea for "Pure" Pharmacy

MR. J. J. WILSON made a plea for pharmacists to practise pure pharmacy. He thought that the time had come when a pharmacist could claim protection from the Pharmaceutical Society of Northern Ireland or other authority against another pharmacist opening up in an area already sufficiently supplied.

MR. H. W. GAMBLE stated that no doubt pharmacists would like to practise pure pharmacy, but it was not yet feasible. The transformation could not take place overnight, he said. The Government had no power concerning limiting the openings of pharmacies, and at present the pharmacist must be prepared to be both pharmacist and business man.

MR. W. H. BOYD said that the Pharmaceutical Society of Northern Ireland had attempted to exercise some control by raising educational standards, and had now got down to a policy whereby it was hoped that qualified persons would be of a B.Sc. level of education, and that there would be a decrease in the number of pharmacies. Perhaps then, he said, pure pharmacy could be practised.

MR. W. DONALDSON proposed a vote of thanks to the president for his services rendered during the year and his control of the meeting. Mr. Moffett, he said, had done "a splendid job of work." MR. J. C. YOUNG seconded the motion.

MR. J. J. HIGGINS proposed and MR. W. M. MARTIN seconded a vote of thanks to the Executive Committee and office staff; the treasurer (MR. J. F. Rankin) and the auditors, Messrs. J. A. McRoberts and R. C. McCullough.

THE PRESIDENT and treasurer replied. The meeting closed with a vote of thanks to the Pharmaceutical Society of Northern Ireland for the use of the hall.

'TYROZETS'

WINTER

WINTER
**BONUS
TERMS**

STILL OPEN

(*limited period only*)

Winter's worst may be still to come; brisk business in sore-throat remedies means a heavy demand for 'TYROZETS', the swift-selling throat lozenge. Take the opportunity now to buy at highly-attractive bonus terms — and don't forget there are bonus terms for 'SUCRETS' too!

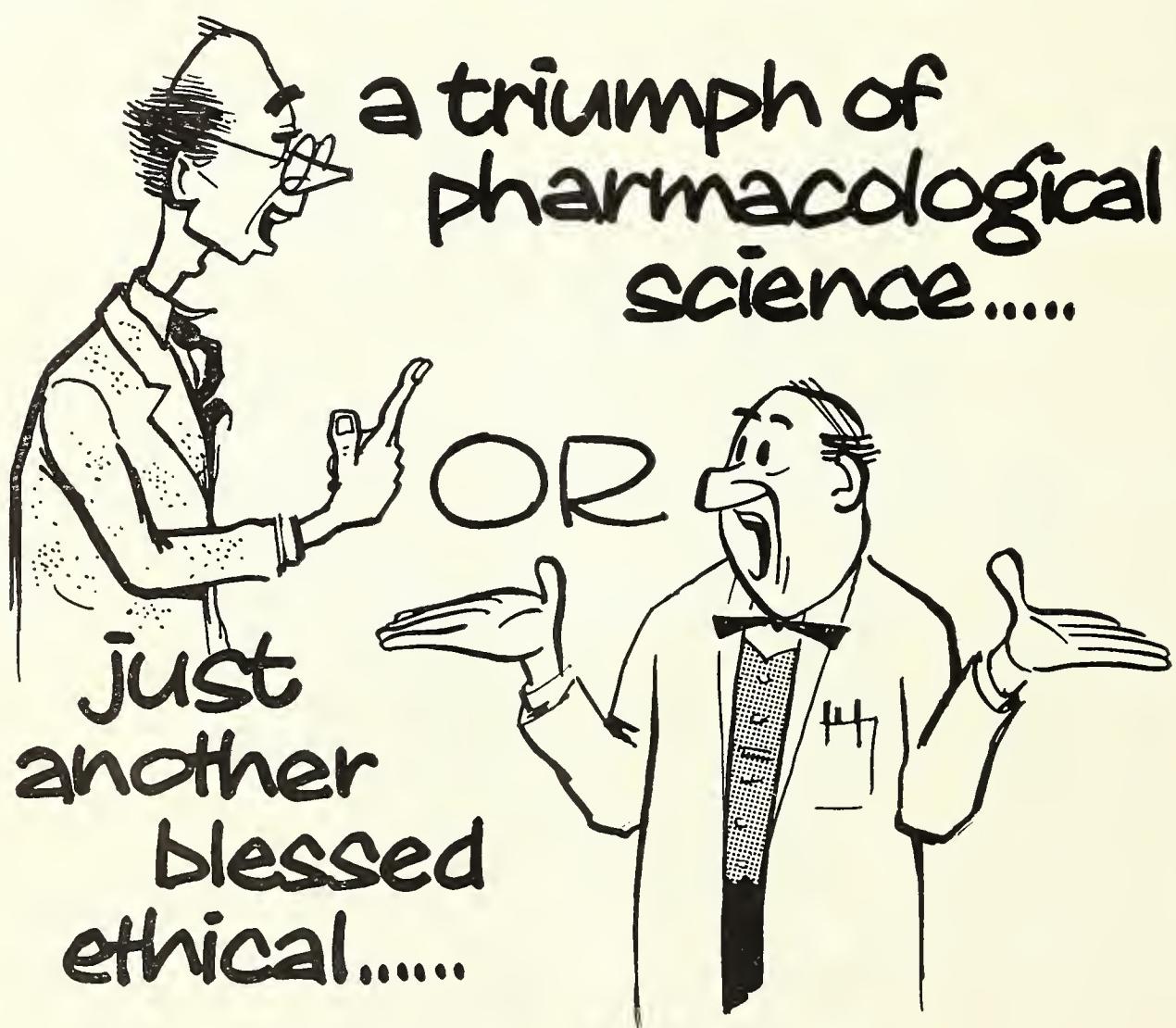
'Tyrozets' and 'Sucrets' are regd. trademarks. Made in England by



MERCK SHARP & DOHME LIMITED, HODDESDON, HERTS

WHETHER YOU REGARD IT AS.....

a triumph of
pharmacological
science.....



YOU CAN BE SURE THAT

Macarthy's

WILL HAVE IT IN STOCK!

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, DECEMBER 6: Most CRUDE DRUGS were steady to firm during the week, although the volume of business done left much to be desired.

Brazilian MENTHOL for forward shipment fell by 5s. per lb. to 40s., c.i.f. The poor demand for SENEGA caused a further easing by sixpence per lb. LEMON PEEL was down by a similar amount. At the beginning of the week PEPPER prices lost ground but staged a recovery later. Jamaican GINGER was quoted 15s. per cwt. higher at 270s.; African was unchanged. TURMERIC was 2s. 6d. higher. The crop of SAFFRON in Spain was said to be down by about 40 per cent. this year and prices reacted to make the spot value 15s. per lb. higher at 155s. while shipment was said to be scarce at 160s., c.i.f. ELEMI was one halfpenny per lb. dearer and most WAXES were fractionally dearer. The scarcity of QUILLAIA caused spot holders to advance their quotations by 20s. per cwt. There appeared to be no stocks of COPAIBA BALSAM on the spot and shipment was still not quoted. LIQUORICE natural root was also scarce with only the Anatolian variety offering. Dutch VALERIAN root is expected to arrive early in the new year; the current quotations are in the region of 1s. 6½d. per lb., c.i.f.

In ESSENTIAL OILS most Spanish products were dearer, including LAVENDER SPIKE, ROSEMARY, SAGE and RUE. ANISE jumped a further one shilling per lb. as China could not supply. Ceylon CITRONELLA was down by one penny in both positions and the Formosan variety began to show an easier tendency. Spot LEMONGRASS was cleared. Chinese PEPPERMINT was down by sixpence per lb. on the spot and by one shilling for shipment. East Indian SANDALWOOD continued its easier tone.

SILVER salts are expected to move upward to reflect higher bullion costs.

Pharmaceutical Chemicals

BENZYL BENZOATE.—B.P. in 1-ton lots, 4s. 6d. per lb.

BISMUTH SALTS.—Prices (per lb.) in packages over 2-lb.:—

	28 lb. to 1 cwt.	1 cwt.	5 cwt.
	s. d.	s. d.	s. d.
CARBONATE ..	20 6	20 0	19 6
SALICYLATE ..	20 3	19 9	19 3
SUBGALLATE ..	19 9	19 3	18 9
SUBNITRATE ..	18 6	18 0	17 6

The BISMUTH AMMONIUM CITRATE is 55s. per lb. and SODIUM TARTRATE, 35s.; OXIDE, 26s. 10d.; OXYCHLORIDE, 27s. 3d.; in cartons of 28-lb.

BRUCINE.—Per oz. ALKALOID is 8s. and SULPHATE, 7s.

ETHER.—Per lb. in winchesters: B.P. TECHNICAL, B.S.S., 5-cwt., 2s. 9d.; (4s. 4d. per litre). In drums the price is 2s. 1d. per lb. ANÆSTHETIC, B.P., 5-cwt., 3s. 11½d.; 10-cwt., 3s. 7½d.

GLYCRRHETINIC ACID.—Per gm., 2s. 3d.

GUAIACOLS.—LIQUID B.P.C., 16s. per lb., for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

MAGNESIUM CARBONATE.—Per cwt. LIGHT, 129s. or 121s. for 1-ton lots; HEAVY, 175s. for 1-cwt. lots; from 130s. to 135s. for 1-ton lots.

MAGNESIUM CHLORIDE.—One-cwt. 1s. 10d. per lb., 5-cwt., 1s. 7d.

MAGNESIUM DIHYDROGEN PHOSPHATE.—One-cwt. drums, 4s. per lb.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 3s. 7d. per lb.; 1-ton, 3s. 2d. per lb.

MAGNESIUM OXIDE. B.P.—LIGHT, 1-cwt. lots, 3s. 2d. per lb.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. (1-cwt.).

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots varies between £19 5s. and £25 per ton according to size of crystal and manufacturer. EXSICCATED, £54 per ton.

MAGNESIUM TRISILICATE.—(Per lb.). In 28-lb. packages:—28-lb., 4s. 9½d.; 1-cwt. 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MERCURY DERIVATIVES.—Per kilo, under 50-kilo lots:—AMMONIATED MERCURY, B.P., lump or powder, 53s. 3d.; PERCHLORIDE, B.P.C. powder, 45s. 6d.; SUBCHLORIDE (calomel), B.P.C., 52s. 3d.; OXIDES, yellow, B.P., 55s.; red, B.P.C., 1949, 56s. 3d.

OXALIC ACID.—Manufacturers' rates for 1-ton lots £128 10s. per ton, delivered in free kegs.

PICROTOXIN.—Per oz. 45s. 6d. (4-oz.).

PILOCARPINE.—In 1-kilo lots prices are: HYDROCHLORIDE, 1,375s. per kilo; NITRATE, 1,128s.

POTASH SULPHURATED.—Lump, B.P.C., 2s. 9d. per lb. in 1-cwt. lots.

POTASSIUM ACETATE.—(Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE.—In 5-cwt. lots, 5s. 3d. per lb.

POTASSIUM CARBONATE.—One-cwt. kegs, 2s. 3d. per lb.

POTASSIUM CHLORATE.—One-cwt. cases, 2s. 6d. per lb.

POTASSIUM HYDROXIDE.—B.P. sticks are from 6s. 8d. per lb. and pellets, 4s. 6d.; technical flake, 1s. 10d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM METABISULPHITE.—One-cwt. kegs, 170s.

POTASSIUM NITRATE.—Pharmacopœial quality, 100s. per cwt. (crystals or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE.—Scarce. B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical 214s. per cwt.; 1-ton lots, 203s. per cwt.

POTASSIUM QUADROXALATE.—One-cwt., 3s. 6d. per lb.

POTASSIUM SULPHATE.—B.P. 1949, one-cwt. lots, 1s. 2d. per lb.

POTASSIUM THIOCYANATE.—One-cwt.. 5s. 6d. per lb.

PROCAINE HYDROCHLORIDE.—100-kilo lots, 45s. per kilo.

QUINIDINE.—For 15 kilos or 500 oz. or more:—

Home Trade	Per kilo	Per 100 oz.
	s. d.	s. d.
QUINIDINE SULPHATE ..	199 1	564 6
ALKALOID cryst. ..	260 8	739 1
ALKALOID precip. ..	263 9	747 9
HYDROCHLORIDE ..	223 0	632 1
HYDROBROMIDE ..	216 11	615 0
GLUCONATE ..	221 9	628 9

Prices include tins and cases and free delivery U.K.

RESORCINOL.—One-cwt. lots, 12s. 4d. per lb.

SODIUM ACETATE.—B.P.C., one cwt., 2s. 1d. per lb.

SODIUM ACID PHOSPHATE.—B.P.C., one-cwt. kegs, 2s. 9d. per lb.

SODIUM BENZOATE.—One-ton lots, 2s. 7½d. per lb.; 1-cwt., 2s. 9½d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags, 18 per ton for 8-ton lots.

SODIUM BROMATE.—One-cwt., 9s. 9d. per lb.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt., 65s. per cwt.

SODIUM CHLORIDE.—B.P., 37s. 4d. per cwt. in sacks.

SODIUM FLUORIDE.—B.P.C. 1934, one-cwt. kegs, 3s. 6d. per lb.

SODIUM HYDROXIDE.—FLAKE, one-ton lots, £48 5s. per ton in 1-cwt. drums.

SODIUM METABISULPHITE.—Granular, 1-cwt. lots, ninepence per lb.

SODIUM NITRITE.—B.P.C. One-cwt. kegs, 2s. 7d. per lb.

SODIUM PERBORATE.—(Per ton) £145 15s. in 1-cwt. kegs; £138 5s. in 1-cwt. bags for B.P.C. (minimum 10 per cent. available oxygen). PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is £309 15s.; TETRAHYDRATE, from £131 15s. to £139 5s. per ton as to packing.

SODIUM PERCARBONATE.—(Per cwt.) 170s. 9d. (bags, 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

SODIUM SALICYLATE.—One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE.—B.P. from £15 to £22 10s. per ton as to crystal. B.P. exsiccated, about £56 per ton.

SODIUM SULPHIDE.—In 1-ton lots: Solid, £38 2s. 6d.; broken, £39 2s. 6d.; flake, £40 12s. 6d.; crystals, £29 10s.

SODIUM THIOSULPHATE.—Photographic crystals in paper-lined bags, £38 per ton.

SULPHOCARBOLENATES.—SODIUM PHENOSULPHONATE, B.P.C., 1949 (powder), 5s. 6d. per lb. in 1-cwt. lots and ZINC, B.P.C., 1949 is 5s. 6d.

SULPHUR.—SUBLIMED FLOWERS, B.P.. £50 ton; COMMERCIAL, £45; POWDER, £19 to £24; PRECIPITATED, B.P., £110; ROLL, £24 10s. All ex-store.

SULPHURIC ACID.—Ninepence to 1s. 2½d. per lb. in Winchesters.

Alcohol

BRITISH SPIRIT (fermentation grades) per proof gall.:—

Ethyl Alcohol: (95 per cent. Gay Lussac, 66 o.p.); where the minimum delivery is 2,500 proof gall. or over 3s. 9d.; 1,500. 3s. 10d.; 500, 3s. 11d. Prices are exclusive of duty and are for tank wagon lots. In 40-90-gall. drums there is a surcharge of threepence per proof gall.

Absolute Alcohol, 95·5 per cent., 745 o.p., from 4s. 11d. to 4s. 3d. for same quantities; the special high strength (99·9 per cent., 75·2 o.p.) from 4s. 5d. to 4s. 9d. (in drums). *Doubly Rectified Alcohol* (S.V.R.) 95·8 per cent., 68 o.p., from 3s. 11d. to 4s. 1d. *R. R. Absolute Alcohol* (re-rectified), 99·7 per cent., 75 o.p., 8s. per proof gall. net (for 40-gall. drum). Duty is £10 12s. 4d. per proof gall. plus 10 per cent.

SYNTHETIC GRADES (supplied only to buyers authorised by Customs and Excise to buy duty free) the 95 per cent is from 3s. to 3s. 2d. and ABSOLUTE (99·5 per cent.), 3s. 3d. to 3s. 5d.

Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 6d. per lb.

AGAR. — Kobé No. 1, 14s. 4½d. per lb. in bond; shipment, 13s. 10½d. c.i.f. Spanish, 14s. 6d., duty paid.

BALSAMS. — Per lb.: CANADA: Spot, 23s. COPAJA: Spot and shipment nominal. PERU: Spot, 8s. 4½d. in bond. TOLU (genuine as imported), 35s.; B.P., from 12s. to 17s. 6d. as to analysis.

CAMPHOR. — B.P. powder, 3s. 10½d. per lb. in bond.

CAPSICUMS. — Chinese, on stalk, 150s., per cwt., duty paid; Ethiopian, 150s.

CARDAMOMS. — Aleppy greens, 10s. per lb., spot; shipment, 8s. 9d., c.i.f.; SEEDS, 17s. 6d. spot and 15s., c.i.f.

CASCARA. — Spot, 270s. per cwt.; shipment, 255s., c.i.f.

CASSIA. — *Fistula*, 105s. per cwt.; *ligneosa* (whole), for prompt shipment, 335s., c.i.f.

CHAMOMILE. — Belgian, 6s. 6d. to 7s. 6d. per lb. as to quality; Hungarian type, 6s. 6d.

CHERRY BARK. — Thin natural, 1s. 9d. per lb.; shipment, 1s. 6½d., c.i.f.

CHILLIES. — Nigerian, 200s. per cwt. Mombasa, 320s.

CINNAMON QUILLS. — Shipment (c.i.f., per lb.) 4 O's, 5s. 1½d.; 3 O's, 4s. 7½d.; O, 4s. 3½d.; quillings, 3s. 3½d.; featherings, 1s. 6¾d.

CLOVES. — Zanzibar spot, 2s. 9½d. per lb.; shipment, 2s. 7½d., c.i.f.

COCHINEAL. — Black-brilliant, 7s. per lb., spot; Peruvian silver-grey, 4s. 6d.

COCILLANA. — Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP. — Spot, 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS. — *Purpurea* for shipment, old crop, 11d.; new crop, 2s. 4d. per lb., c.i.f.

ELEMI. — Spot, 1s. 9½d. per lb. Shipment, 1s. 4½d., c.i.f.

ERGOT. — Portuguese, 8s. per lb., c.i.f., for prompt shipment; spot, 8s. 6d.

FRANGULA. — Spot, 87s. 6d. per cwt.

GENTIAN. — Spot, French, 150s. per cwt.

GINGER. — (Per cwt.) African, spot, 260s.; shipment, 220s., c.i.f., nominal; Jamaican No. 3, spot, 270s. Cochin, spot, 152s. 6d.; new crop for shipment, 130s., c.i.f.

GUM ACACIA. — Kordofan cleaned sorts, 140s. per cwt., spot; December shipment, 125s., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, 66s., c.i.f.

HONEY. — Australian light amber, 107s. to 112s. per cwt. and medium amber, 98s. to 102s. Argentine, 125s. to 130s. Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s., all ex warehouse.

IPECACUANHA. — Nicaraguan for shipment, 70s. per lb., c.i.f. Spot cleared.

JUNIPER BERRIES. — Italian, 100s. per cwt.; German, 120s.

KARAYA. — No. 1 gum, spot 300s. per cwt.; No. 2, 235s.

KOLA NUTS. — African, 6d. spot and 4½d., c.i.f.

LEMON PEEL. — Spot, 2s. 3d. per lb.

LINSEED. — Whole, 70s. to 75s. per cwt.; crushed, 105s.

LIQUORICE. — Natural root: Persian cleared; Anatolian, 60s. per cwt.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 190s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB. — American spot, 8s. per lb.; shipment nominally 7s., c.i.f., and Dutch, 4s. 3d., c.i.f., nominal.

MACE. — Whole pale blade, 22s. per lb., spot.

MENTHOL. — Chinese: spot, 57s. per lb., duty paid; afloat, 53s., c.i.f.; shipment, 52s. 6d., c.i.f. Brazilian, 45s. in bond; January–February shipment, 40s., c.i.f. Formosan, 48s., in bond; prompt shipment, 45s. per lb., c.i.f. Spanish, 50s. 6d., duty paid.

NUTMEGS. — West Indian 80's, 9s. 6d. per lb., spot; sound unassorted, 6s. 9d.; defectives, 5s.

ORANGE PEEL. — Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian, 11d.; Spanish, 1s.; bitter ribbon, 1s. Indian.

ORRIS ROOT. — Florentine, 335s. per cwt.

PEPPER. — White Sarawak, spot, 3s. 4d. per lb.; December shipment, 3s. 3d., c.i.f. Black Sarawak, spot, 2s. 10d.; shipment, 2s. 7½d., c.i.f. Black Malabar, 400s. per cwt. spot and new crop, December shipment, 305s., c.i.f.

PEPPERMINT. — Dutch whole leaves, 3s. per lb., c.i.f.

PIMENTO. — Spot, 588s. per cwt.; shipment, 540s., f.o.b.

PYRETHRUM. — Extract, minimum 25 per cent. w/w pyrethrins, 74s. 6d. per lb. for small lots.

QUILLAIA. — Small lot quoted at 205s. per cwt. on spot. New crop quotations from origin, January–April 1962 shipment, 175s. per cwt., c.i.f.

RHUBARB. — Chinese small rounds from 5s. 6d. to 6s. 9d. per lb. on the spot.

SAFFRON. — Mancha selecta, 155s. per lb. spot; shipment scarce at 160s., c.i.f.

SARSAPARILLA. — Jamaican native red spot, 2s. 6d. per lb.; shipment, 2s., c.i.f.

SEEDS. — (Per cwt.) ANISE.—Cyprian, 235s., spot; Egyptian, 230s., duty paid. CARAWAY.—Dutch, 157s. 6d., duty paid. CELERY.—Indian, 260s., spot, nominal; shipment now quoted at 255s., c.i.f. for December–January shipment. CORIANDER.—Moroccan, 130s., duty paid; Indian, 92s. 6d., spot; shipment, Moroccan easier at 107s. 6d., c.i.f.; Indian unchanged, 78s. 6d., c.i.f. CUMIN.—Indian, 175s., spot; Iranian, 160s., duty paid. DILL.—Indian, 100s., spot; shipment, 85s., c.i.f. FENNEL.—Indian, 105s., spot; shipment, 88s., c.i.f. FENUGREEK.—Moroccan, 95s., duty paid; shipment, 79s. 6d., c.i.f. MUSTARD.—English, 70s. to 82s. 6d., according to quality.

SENEGA. — Spot, 16s. 6d. per lb.; shipment, 16s., c.i.f.

SENNA. — (Per lb.) *Tinnevelly* LEAVES, new crop, spot: Prime No. 1, cleared; prime No. 2, 1s. 5d.; No. 3, f.a.q., 11d.; and primes, 1s. 0½d. PODS: new crop on spot, 2s. 2d. for hand-picked No. 1; 1s. 7½d. for No. 2 and manufacturing f.a.q. scarce at 1s. 2½d. *Alexandria* pods: Manufacturing, 1s. 6d.; hand-picked, 4s. 6d. to 7s. 6d.

SLIPPERY ELM. — Bark, 3s. 6d. per lb. landed value.

STYRAX. — Spot, 25s. 9d. per lb., shipment, 24s., c.i.f.

TONQUIN BEANS. — Para spot, 6s. per lb.; shipment, 5s., c.i.f. Angostura, 10s. 6d.

TURMERIC. — Madras finger, spot, 120s. per cwt.; shipment, 110s., c.i.f.

VALERIAN ROOT. — Spot: Belgian, whole for prompt shipment, 145s. per cwt., c.i.f.; Indian, 150s. to 180s. spot. Dutch, 172s. 6d., c.i.f.

WAXES. — (Per cwt.) BEES'.—Dar-es-Salaam, spot, 425s.; shipment, 412s. 6d., c.i.f. Abyssinian, 390s. in bond, nominal; shipment, 375s., c.i.f. Sudanese, spot, 420s., nominal, duty paid; shipment, 375s., c.i.f. CANDELILLA, spot, 465s.; CARNAUBA, fatty grey, spot, 430s.; shipment, 417s. 6d., c.i.f.; prime yellow, spot, 705s. quoted; shipment, 675s., c.i.f.

WITCH HAZEL LEAVES. — New crop, 2s. 11d. per lb., spot.

Essential and Expressed Oils

ANISE. — Chinese, 10s. 6d. per lb., spot shipment, 10s., c.i.f., nominal.

BAY. — West Indian short on the spot prices nominal.

BOIS DE ROSE. — Brazilian, 13s. 9d. per lb. on the spot and 13s. 9d., c.i.f.

CARDAMOM. — English-distilled unquoted; imported, 260s. per lb.

CHAMOMILE. — Smalls 640s. per lb.

CITRONELLA. — Ceylon, spot, 6s. 2d. shipment, 6s. 1d. per lb., c.i.f. Formosan, spot, 8s. 6d., in bond; shipment 8s., c.i.f.

DILL. — Imported, 38s. 6d. per lb., spot.

EUCALYPTUS. — Spanish, 3s. 3d. to 3s. 6d. per lb. on spot. Chinese, 3s. 3d., all duty paid.

GINGER. — Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid.

JUNIPER. — B.P.C. 1949 oil is from 10s. per lb. on the spot. English-distilled 150s. JUNIPER WOOD, from 5s.

LAVANDIN. — Spot from 11s. per lb. for original drums.

LAVENDER. — French from 20s. to 50s. per lb. as to quality.

LAVENDER SPIKE. — Firm. Spanish, 14s. per lb. for original drums.

ORANGE. — Spot quotations of sweet oil include Floridian at 2s. 9d. per lb.; West Indian, 3s. 6d.

PENNYROYAL. — Spot is 20s. per lb. duty paid.

PEPPERMINT. — *Arvensis*: Chinese spot 27s.; shipment, 25s., c.i.f. Brazilian spot 16s.; December shipment, 15s. 6d., c.i.f. *Piperita*: Italian, 48s. per lb., spot nominal; shipment new crop, upwards of 60s. for best oil asked. American from 28s. to 30s. per lb. as to make.

PINE. — *Pumilio* 32s. per lb.; *sylvestris*, 9s., *abietis*, 15s.

ROSEMARY. — Spanish is 9s. 3d. per lb. on the spot for best quality.

RUE. — Spanish is 20s. per lb. spot.

SAGE. — Spanish 9s. per lb., Dalmatian 23s.

SANDALWOOD. — Spot, 160s. to 170s. per lb.; forward, East Indian, 160s., c.i.f.

TANGERINE. — From 35s. to 40s. per lb. as to quality.

VETIVERT. — Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

UNITED STATES REPORT

NEW YORK, DECEMBER 5: Expectations of higher demand brought a four-cent rise in the price of DDT to 21 cents per lb. Higher per lb. among CRUDE DRUGS were KOLA NUTS at 12 cents, up two cents, and TOLU BALM at \$5.50, up 15 cents. Higher per lb. among ESSENTIAL OILS were BOURBON GERANIUM at \$13.75, up 75 cents; 70-75 per cent. EUCALYPTUS at 46 cents, up two cents; with the 80-85 per cent. at 55 cents, also up two cents. PATCHOULI eased 25 cents to \$4.25 a lb. and CANANGA was down 30 cents at \$5.20.

The General Service Administration has announced the sale of 13,600 lb. of AGAR at a price of 61 cents per lb. to a New York firm. Three companies sought to buy the agar; their bids ranged from 31 to 61 cents per lb. The sale returned \$8,311 to G.S.A. and cleaned out stocks of agar. G.S.A. has also sold to another New York firm 1,680 oz. of HYOSCINE at a price of \$10.75 per oz. for a return to the agency of \$18,060. Four companies submitted bids to buy the hyoscine at prices ranging from 12 cents to \$10.75 per oz.

PATENTS**COMPLETE SPECIFICATIONS ACCEPTED**

From the "Official Journal (Patents),"

November 22

Preparation of 2-amino-ethyl-monophosphate. V. E. Ferrari and G. Ferrari, 886,504.

Tetra-substituted bridged diphosphines. American Cyanamid Co., 886,505.

Preparation of 2-acylamino-5-mercapto-1,3,4-thiodiazole. American Cyanamid Co., 886,450.

Steroids and the manufacture thereof. Upjohn Co., 886,995-964.

Steroid compounds. G. D. Searle & Co., 886,790.

6,16-dimethyl steroids. British Drug Houses, Ltd., 886,620.

Herbicidal compositions and benzyl and substituted benzyl mono- and di-thiocarbamates for use therein. Monsanto Chemical Co., 886,425.

Manufacture of sulphonated phosphoric esters. Farbwerke Hoechst, A.G., 886,768.

Method and nutrient medium for producing gibberellins. Dow Chemical Co., 886,551.

M-xylene derivatives. Diamond Alkali Co., 886,479.

Method of preparing chloronitro derivatives. Institut Français Du Pétrole, 886,448.

Herbicidal compositions and substituted benzyl dithiocarbamates for use therein. Monsanto Chemical Co., 886,426.

Process of preparing surgical suture. American Cyanamid Co., 886,814.

Easy-cut cotton wool and method of preparing same. J. C. A. Wuhrlein and J. A. R. Wuhrlein, 886,474.

Container for tablets. Betts & Co., Ltd., 886,431.

Injection syringe and combination thereof with a cartridge. American Home Products Corporation, 886,444.

Tooth-brushes. F. Madaus, R. Madaus and J. W. Madaus, 887,040.

From the "Official Journal (Patents),"

November 29

Therapeutic compositions containing animal cells. P. Niehans, 887,228.

Tetrahydro-dioxopyridazines and process for their preparation. CIBA, Ltd., 887,318.

Production of hydrogen-free penicillinase. Riker Laboratories, Inc., 887,408.

Therapeutic compositions comprising novobiocin. Upjohn Co., 887,303.

Sulphonylureas and a process for preparing them. Farbwerke Hoechst, A.G., 887,359.

Benzo-bis-imidazoles and process for their manufacture. CIBA, Ltd., 887,337.

Lasting antigen preparations and a process for their production. J. Drescher, 887,339.

Steroids and the manufacture thereof. Upjohn Co., 887,080.

Method of fractionating protein solution. M. Knedel, 887,395.

Narcotine camphosulphonate. Société d'Exploitation des Laboratoires, 887,432.

Polyquaternary ammonium compounds. Farbenfabriken Bayer, A.G., 887,358.

Process for preparing dihydrodesoxystreptomycin. T. Yabuta, H. Ikeda, I. Fujimaki, M. Katayama and K. I. Tsuji and T. Sato, 887,597.

Dihydrodesoxystreptomycins. Rikagaku Kenkyusho, 887,598.

N-alkyl thiopurines. Wellcome Foundation, Ltd., 887,409.

Phenothiazine derivatives. Société des Usines Chimiques Rhône Poulenc, 887,585.

Manufacture of hydrogen peroxide. F.M.C. Corporation, 887,364.

Process for the production of substituted pyrazolones. Farbenfabriken Bayer, A.G., 887,509.

Animal growth stimulation compositions. Olin Mathieson Chemical Corporation, 887,301.

Δ⁴-pregnenes. American Cyanamid Co., 887,546.

Preparation of β,β-disubstituted-β-cyanoketones. Rohm & Haas Co., 887,411.

β,β-disubstituted-β-cyanoketones. Rohm & Haas Co., 887,412.

Carbocyclic cyanoketones. Rohm & Haas Co., 887,413.

Emulsifying compositions. Farbenfabriken Bayer, A.G., 887,284.

Pesticidal compositions. American Cyanamid Co., 887,308.

Pesticidal compositions. Imperial Chemical Industries, Ltd., 887,342.

Piricularin-containing compositions. Hokko Chemical Industry Co., Ltd., and K. Tamari, 887,347.

Soap compositions. Unilever, Ltd., 887,247.

Method for treating artificial sponges made from regenerated cellulose with a disinfectant, and sponges thus treated. Algemene Kunstzijde Unie, N.Y., 887,430.

Gammagraph apparatus for medicinal purposes.

A. Caha and K. Kallusch, 887,490.

Adhesive bandage. F. J. Bush, 887,165.

Closures for carboys and other containers. W. S. Freeman, 887,480.

Urethral catheters for nephrotomy. K. Krieie, 887,456.

British patent specifications are obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

TRADE MARKS**APPLICATIONS ADVERTISED BEFORE REGISTRATION**

From the "Trade Marks Journal," November 22

For all goods (3)

LITTLE WOMAN, 813,578, by Crystal Products Co., Ltd., Surbiton, Surrey.

For eau de Cologne, soaps, perfumes and non-medicated toilet preparations, essential oils, cosmetics, hair lotions, and dentifrices. (3)

BUCCANEER, 824,284, by Lcs Parfums Chypion, S.A., Bois-Colombes, Seine, France.

For preparations in cream form for removing nicotine stains. (3)

NICOTEX, 804,278, by Maria St. George, Ltd., London, W.8.

For pharmaceutical preparations for external use in the prevention and treatment of ailments of the skin (5).

DILODERM, 797,624, by Schering Corporation, Bloomfield, New Jersey, U.S.A.

For air-purifying preparations, antiseptics, bandages, cotton wool (pharmaceutical), deodorants, disinfectants, germicides, insecticides, lint (for medical purposes), medicated paper, moth repelling preparations, medicated ointments, medical and surgical plasters, and sedatives. (5)

PROVA, 812,300, by British Home Stores, Ltd., London, N.W.1.

For preparations for killing weeds, herbicides, insecticides, nematocides and fungicides, all for agricultural or horticultural use. (5)

GRA-DEX, B813,302, by Fisons Pest Control, Ltd., Harston, Cambs.

For medicinal and pharmaceutical preparations and substances containing or consisting of antibiotics. (5)

COLOMYCIN, 817,736, by Laboratori Biochimicofarmaceutici Smit, Turin (603), Italy.

For all goods consisting of or containing enzymes (5).

HOSTAZYME, 819,408, by Farbwerke Hoechst, A.G., vormals Meister Lucius & Brüning, Frankfort-on-Main-Hoechst, Germany.

For theophylline derivatives and compounds, all for pharmaceutical purposes for treatment of disorders of the heart, the respiratory system and vascular deficiency. (5)

MILLOPHYLINE, 819,482, by Laboratoires Millot, Paris 8e, France.

For all goods (5).

NEO-CORT-DOME, 822,120, by Dome Chemicals, Inc., Elkhart, Indiana, U.S.A.

GRYPADIL, 824,896, by Calmic, Ltd., Crewe, Ches.

For pharmaceutical preparations for human and veterinary use, sanitary substances, medical and surgical plasters, material prepared for bandaging, disinfectants and antiseptics. (5)

EGACOREN, 824,378, *ODEGANIL*, 824,972, *INDALITAN*, 823,983, by J. R. Geigy, S.A., Basle, 16, Switzerland.

For insecticides, larvicides and fungicides; preparations for killing weeds and destroying vermin (5).

KOTAM, 823,848, by Shell International Petroleum Co., Ltd., London, E.C.3.

For pharmaceutical preparations for use in the treatment of diseases of the central nervous system, but not including preparations with antiemetic action. (5)

TIGLONE, 826,201, by Duncan, Flockhart & Co., Ltd., Edinburgh, 11.

For photographic and cinematographic cameras, and fittings. (9)

HAPPYNETTE, 822,187, *IIAPONETTE*, 822,189, by Apparatus & Instrument Co., Ltd., Hounslow, Middlesex.

For projection screens; projection apparatus (photographic and cinematographic); and cinematographic cameras. (9)

AURORA, B810,097, by Photopia, Ltd., Newcastle, Staffs.

For foodstuffs containing hormones and being in tablet form, for chinchillas. (31)

HORMOVITE, 818,709, by Silvester William Greenwood, Blackmore, Ingatstone, Essex.

For animal foodstuffs. (31)

RUMEVITE, 823,416, by National Chemical Products, Ltd., Germiston, South Africa.

From the "Trade Marks Journal," November 29

For emulsifying agents being chemical products for use in foodstuffs, cosmetics and in pharmaceutical products. (1)

MYVATEX, MYVEROL, MYVACET, 823,883-85, by Eastman Kodak Co., Rochester, New York, U.S.A.

For all goods (3)

MODEL GIRL, B813,577, by Crystal Products Co., Ltd., Surbiton, Surrey.

MILLIONAIRE, 821,633, by Physico-Chemical Processes, Ltd., London, N.W.11.

For perfumes, toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils. (3)

MISTRAL, 814,315, by County Laboratories, Ltd., Brentford, Middlesex.

For all goods, but not including essential oils. (3)

SKIP, 817,973, by Lever Brothers, Port Sunlight, Ltd., Port Sunlight, Cheshire.

For cleaning preparations (3)

ADO-SAN, 823,081, by Southon Laboratories, Ltd., Bexleyheath, Kent.

For preparations and substances for laundry use; and cleaning, polishing, scouring and abrasive preparations (3) and for sanitary substances, disinfectants, germicides, bactericides, sterilising preparations and deodorants. (5)

Device with words SNOWBOWL LIQUID TOILET CLEANER, 817,853-54, by Jevey's Sanitary Compounds Co., Ltd., Barking, Essex.

For insecticides (5)

"PYNA-MIN", 799,659, by Sumitomo Kagaku Kogyo, K.K., Higashi-Ku, Osaka, Japan.

For inhalation anaesthetics (5)

PENTHRANE, 815,555, by Abbott Laboratories, North Chicago, Illinois, U.S.A.

For pharmaceutical and veterinary preparations (5)

ULSONE, 819,240, by Denis Francis O'Hare, Dublin, Eire.

For pharmaceutical preparations (5)

ARISTEBON, 823,484, by Farbenfabriken Bayer, A.G., Leverkusen 22c, Germany.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

CALABASH CURARE. Alkaloids of. Proc. chem. Soc., November.

BIOLOGICAL AGENTS in warfare and defence. New Scientist, November 30.

ANTIBIOTICS in the management of chronic bronchitis. Practitioner, December.

TRIAMCINOLONE in primary pulmonary tuberculosis. Lancet, December 2.

METHICILLIN SPRAY. Effect of, on staphylococcal colonisation and lesions in a nursery. Lancet, December 2.

BRADYKININ. Hypertensive effects of, in rats. Nature, December 2.

ANTIOXIDANTS. Protection by, against lethal doses of carbon tetrachloride. Nature, December 2.

DICHLOROISOPROTERENOL and the beta adrenergic receptor. Amer. J. Pharm., September.

HISTOLOGICAL STUDIES of the genus lavendula. Amer. J. Pharm., September.

PENCILLIN. The mode of action of. J. Pharm. Pharmacol., December.

CORTISONE ACETATE. Polymorphism of. J. Pharm. Pharmacol., December.

DEPRESSANT AGENT from walnut hulls. Science, November 17.

ERGOT. Comparison of transaminase activity in three strains of. J. Pharm. Sciences, November.

PROTECTIVE OINTMENTS. Preliminary studies on use of sensitised guinea pigs in the evaluation of. J. Pharm. Sciences, November.

14 HYDROXYNORCODEINE and its derivatives. J. Chem. Soc., November.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, December 11

DURHAM BRANCH, CHEMICAL SOCIETY, science laboratories, Durham University, at 5 p.m. Dr. J. Sheridan on "Seeing Molecules with Microwaves."

ENEFIELD CHEMISTS' ASSOCIATION, Enfield Arms hotel, at 7.45 p.m. Mr. H. Ridgeway (a member of Council) on "The Practice of Pharmacy."

NORTH LONDON PHARMACEUTICAL ASSOCIATION AND NORIH METROPOLITAN BRANCH, Beale's restaurant, 368 Holloway Road, London, N.7, at 8 p.m. Dr. J. C. Sawle Thomas (consultant psychiatrist, Prince of Wales's hospital) on "Tranquillisers and Antidepressants."

OLDHAM BRANCH, PHARMACEUTICAL SOCIETY, Greaves Arms hotel, Oldham, at 8 p.m. Beauty demonstration arranged by Max Factor, Hollywood and London (Sales), Ltd.

SOUTHPORT BRANCH, PHARMACEUTICAL SOCIETY, Royal hotel, Promenade, Southport, at 7.45 p.m. Address by Mr. S. W. Kipling (Geigy Pharmaceutical Co., Ltd.), illustrated by the film "The Faces of Depression."

SURFACE ACTIVITY AND PAPER AND TEXTILE CHEMICALS GROUPS and MANCHESTER SECTION, SOCIETY OF CHEMICAL INDUSTRY, Manchester Literary and Philosophical Society, 36 George Street, Manchester, 1, at 6 p.m. Mr. J. G. McNaughton on "Surface Character and Surface-active Agents in the Paper Industry."

WHOLESALE BUYERS' FAIR, Mount Royal hotel, Marble Arch, London, W.1. (Until December 14.)

Tuesday, December 12

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Grand hotel, at 8 p.m. Mr. A. Aldington (a member of Council) on "Publicity for Pharmacy."

LONDON SECTION, INSTITUTION OF THE RUBBER INDUSTRY, Royal Society of Tropical Medicine and Hygiene, 26 Portland Place, London, W.1, at 5.30 p.m. Mr. A. D. Wilson on "Synthetic Latex in Foam Rubber." At 7 p.m., Mr. B. A. Johnstone on "Application of Synthetic Latices."

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, North Stafford hotel, at 7.30 p.m.

Dr. L. L. Banks (senior medical adviser, Allen & Hanburys, Ltd.) on "The Treatment of Cough."

PRESTON PHARMACISTS' ASSOCIATION, Barton Grange hotel, Preston, at 7.45 p.m. Informal meeting.

ROMEORD BRANCH, PHARMACEUTICAL SOCIETY, Railway hotel, Hornchurch, at 7.45 p.m. Christmas party.

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY and SOUTH-EAST LONDON CHEMISTS' ASSOCIATION, Prince of Orange hotel, 189 Greenwich High Road, Greenwich, at 8 p.m. Address by Mr. A. J. Ginnevan (technical manager, hairdressers' division, Golden, Ltd.) on "Care of the Hair."

Wednesday, December 13

CONTROL SECTION, SOCIETY OF INSTRUMENT TECHNOLOGY, Manson House, 26 Portland Place, London, W.1, at 6.30 p.m. Mr. P. K. McPherson on "Application of Complex Plane Methods to System Design."

FOOD GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 6.15 p.m. Nutrition panel. "Foods Low in Carbohydrates."

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Craig's restaurant, 142A St. Vincent Street, Glasgow, C.2, at 7.45 p.m. Mr. H. F. Barnes (John Harvey & Sons, Ltd.) on "The Wines of France."

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Bay Horse inn, Burnt Yates, nr. Harrogate, at 7.30 p.m. Annual dinner and dance.

LONDON SECTION, ROYAL INSTITUTE OF CHEMISTRY, Hatfield Technical College, Roe Green, Hatfield, Herts, at 7.30 p.m. Inauguration of new subsection. Mr. D. G. Chisman (education officer of the Royal Institute of Chemistry) on "The Developing Activities of the Royal Institute of Chemistry."

MIDLANDS SECTION, SOCIETY FOR ANALYTICAL CHEMISTRY, Hills lecture theatre, the University, Edgbaston, Birmingham, 15, at 7 p.m. Dr. W. I. Stephen (Birmingham University) on "Fluorescent Indicators for the Determination of Metals."

Thursday, December 14

BIOLOGICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Feathers restaurant, Tudor Street, London, E.C.4, at 6.30 p.m. Annual meeting. Dr. W. F. J. Cuthbertson (Glaxo Laboratories, Ltd.) on "The Assessment of Anti-atherosclerotics."

BIRKENHEAD AND WIRRAL PHARMACISTS' ASSOCIATION AND BRANCH, Oxton Conservative Club at 8 p.m. Christmas party.

CHESTER BRANCH, PHARMACEUTICAL SOCIETY, Town Hall, Chester, at 8 p.m. Extension course on "The Development and Use of Modern Drugs." Dr. C. W. M. Wilson on "Corticosteroids."

DURHAM COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Three Tuns hotel, New Elvet, Durham, at 7.45 p.m. Mr. I. M. Burnet (Plant Protection, Ltd.) on "Crop Protection in the Garden."

HOUNSLAW BRANCH, PHARMACEUTICAL SOCIETY, Sun hotel, Hanworth Road, Hounslow, at 8 p.m. Holiday films evening.

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Metropole hotel, at 8 p.m. Dr. A. H. Beckett (head of the school of pharmacy, Chelsea College of Science and Technology) on "Pharmacy in America and Britain."

LONDON BRANCH, CHEMICAL SOCIETY, lecture theatre, Royal Institution, 21 Albemarle Street, London, W.1, at 7.30 p.m. Professor C. E. F. Bawn on "Stereospecific Polymerisation."

READING BRANCH, PHARMACEUTICAL SOCIETY, Liberal Club, Reading, at 7.45 p.m. Christmas dinner followed by talks on hobbies.

REIGATE AND REDHILL PHARMACISTS' ASSOCIATION AND BRANCH, Mill House hotel, Salfords, Reigate, at 8 p.m. Dinner and wine tasting. Film and talk by Mr. C. Gordon on "Sherries."

ROAD AND BUILDING MATERIALS GROUP, SOCIETY OF CHEMICAL INDUSTRY, lecture hall, 14 Belgrave Square, London, S.W.1, at 2.30 p.m. Special meeting on "New Test Methods."

STIRLING AND CENTRAL SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Regal café, Stirling, at 7.45 p.m. Film evening.

Friday, December 15

SOCIETY FOR ANALYTICAL CHEMISTRY, King's College, Strand, London, W.C.2, at 11 a.m. Presentation of papers on "Applications of Infra-red Spectroscopy to Quantitative Analysis."

PRINT AND PUBLICITY

PRESS ADVERTISING

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BOWATER-SCOTT CORPORATION, LTD., Bowater House, Knightsbridge, London, S.W.1: Scott towels. In *Good Housekeeping*, *Homes and Gardens*, *Woman's Journal*, *Ideal Home Housewife*.

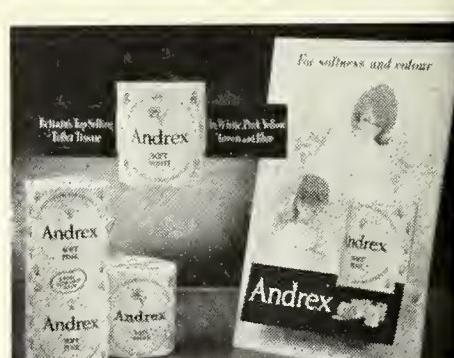
COLEMAN & CO., LTD., Westwick Street, Norwich: Wincarnis tonic wine (Red label and Gold label). In national Press, *Radio Times*.

COW & GATE, LTD., Guildford, Surrey: Cow & Gate cereal food. In national Press, magazines, medical and nursing Press.

COMMERCIAL TELEVISION

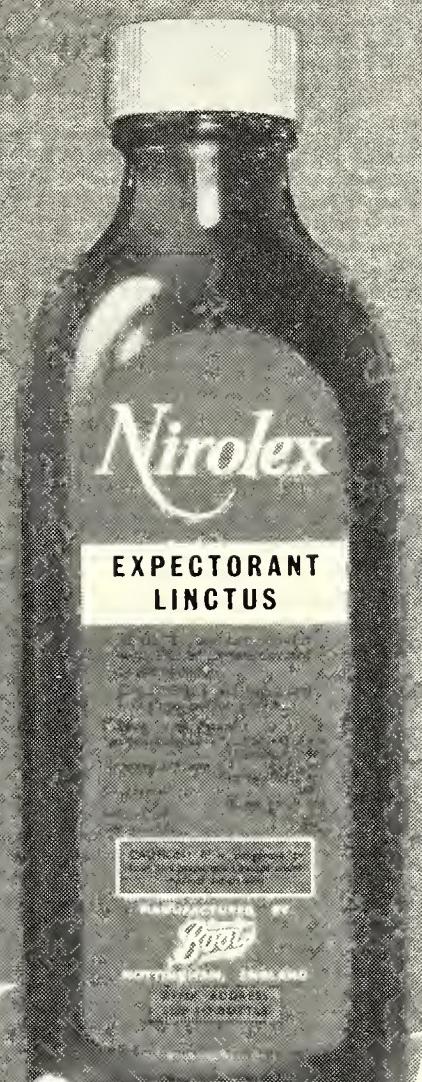
Figures in the columns represent number of appearances of the product during the week.

December 17-23		London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward	Border	Grampian
Alka Seltzer		1	3	4	4	5	6	2	5	5	—	—	—
Anadin		2	3	—	4	4	4	3	3	4	4	4	4
Andrews Liver Salt		—	1	1	—	2	1	1	2	2	3	—	4
Askit powders		—	—	—	14	—	—	—	—	—	—	7	—
Brylcreem		4	4	4	3	4	6	3	4	3	4	3	4
Burdon sherry		—	4	7	—	6	7	6	5	7	3	—	—
Buttercup syrup		—	—	—	1	—	—	—	—	—	—	—	—
Coldrex		2	2	2	—	3	2	2	2	2	2	3	—
Cussons gift sets		4	5	5	4	4	4	4	4	4	4	4	4
Dannex		—	—	—	—	—	2	—	—	—	—	—	—
Delrosa		—	2	1	—	1	1	1	—	2	—	—	—
Dubonnet		3	3	3	3	3	3	3	3	3	3	3	3
Eno Fruit Salt		2	2	2	2	2	2	2	2	2	2	2	2
Goddard's emulsion		—	3	—	—	—	1	—	—	—	—	—	—
Hedex		—	—	—	—	—	—	1	—	—	—	—	—
Hiltone		—	—	3	—	—	—	—	—	—	—	—	—
Horlicks		3	8	3	2	3	4	3	3	3	2	2	2
Kleenex		—	2	1	1	—	—	—	—	—	—	—	—
Kodak		1	1	1	1	1	1	1	—	—	—	—	—
Loxene shampoo		—	—	—	—	—	—	—	—	—	1	—	—
Mac throat sweets		—	2	—	—	—	—	—	—	—	—	—	—
Macleans tooth-paste		—	—	—	—	—	—	—	—	—	—	1	—
Milk of Magnesia		1	2	1	1	1	1	1	1	—	—	1	1
Nulon		1	—	4	3	3	4	3	—	3	3	2	3
Panets		—	2	2	—	—	—	—	1	—	—	—	—
Ronson shavers		8	2	4	3	7	8	5	3	4	3	2	2
Schick shavers		—	2	—	—	—	—	—	—	—	—	—	—
Silvikrin hair cream		3	6	6	5	6	7	6	5	7	5	7	—
Tru-gel		—	4	3	4	—	—	—	—	—	—	—	—
VO-5 hair spray		2	1	3	—	—	—	—	—	—	—	—	—



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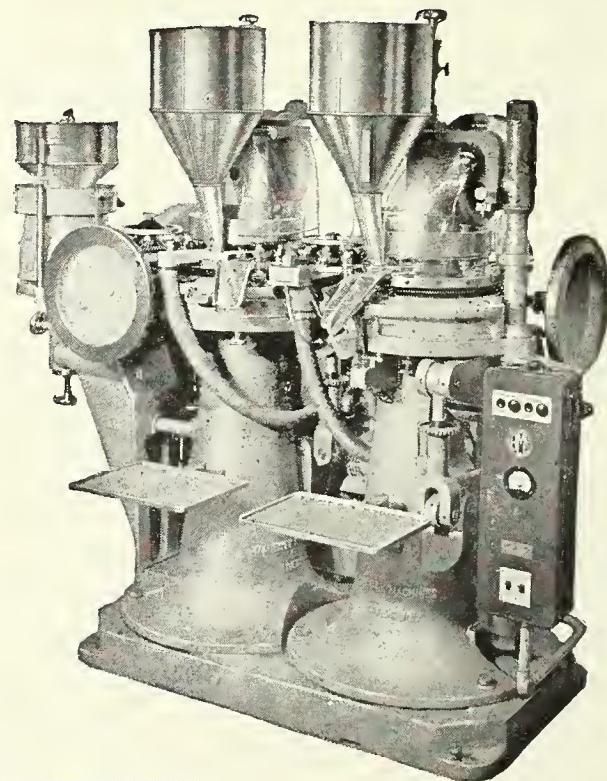
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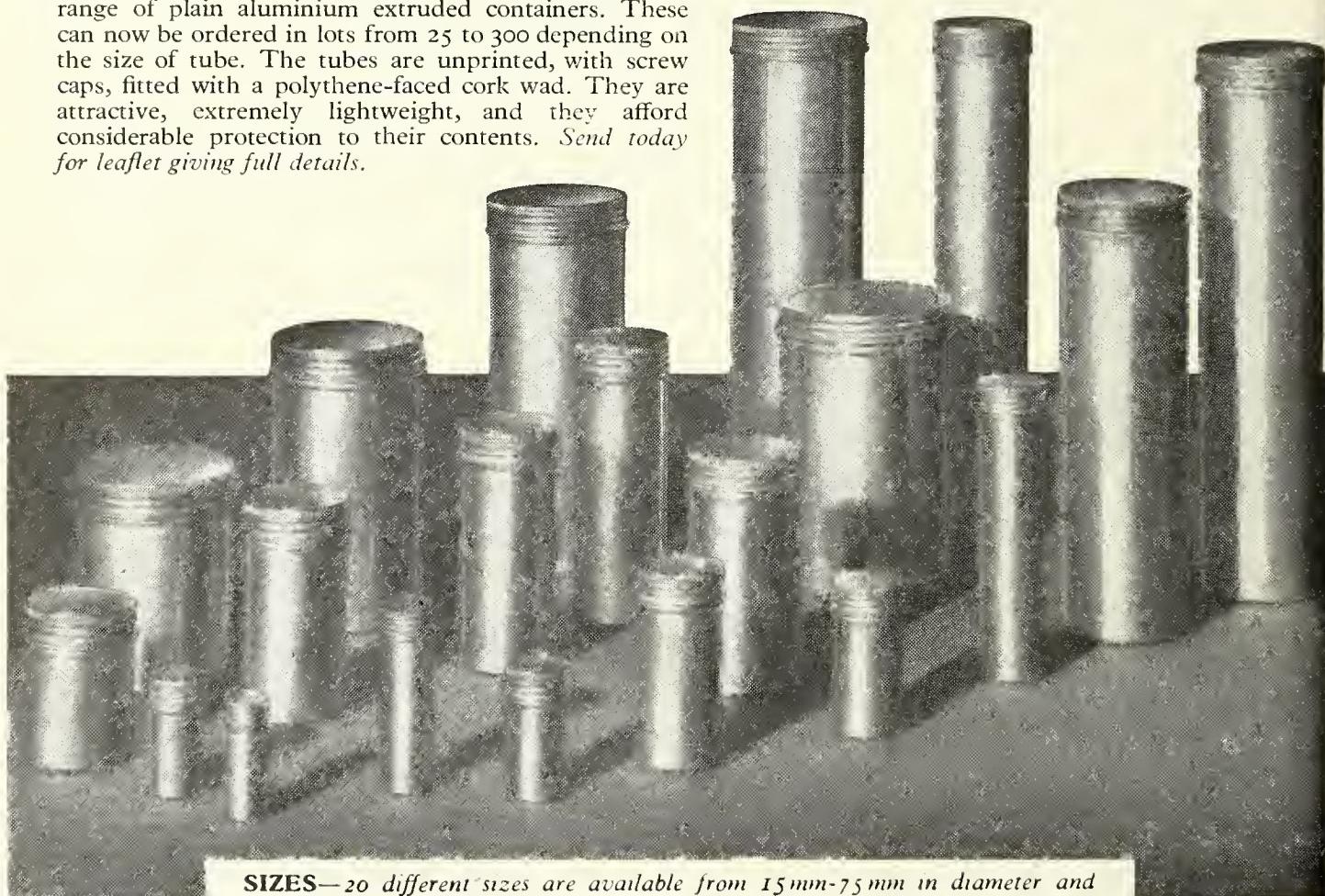
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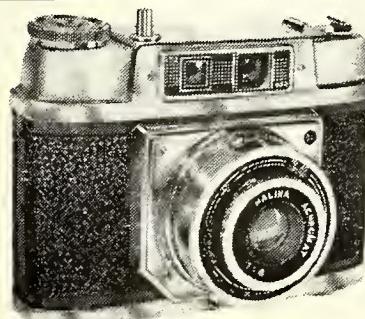


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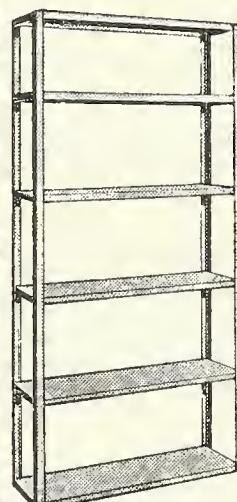
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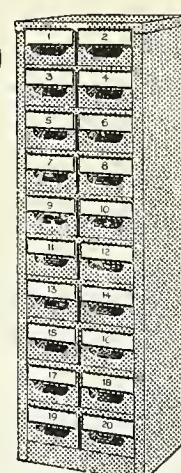
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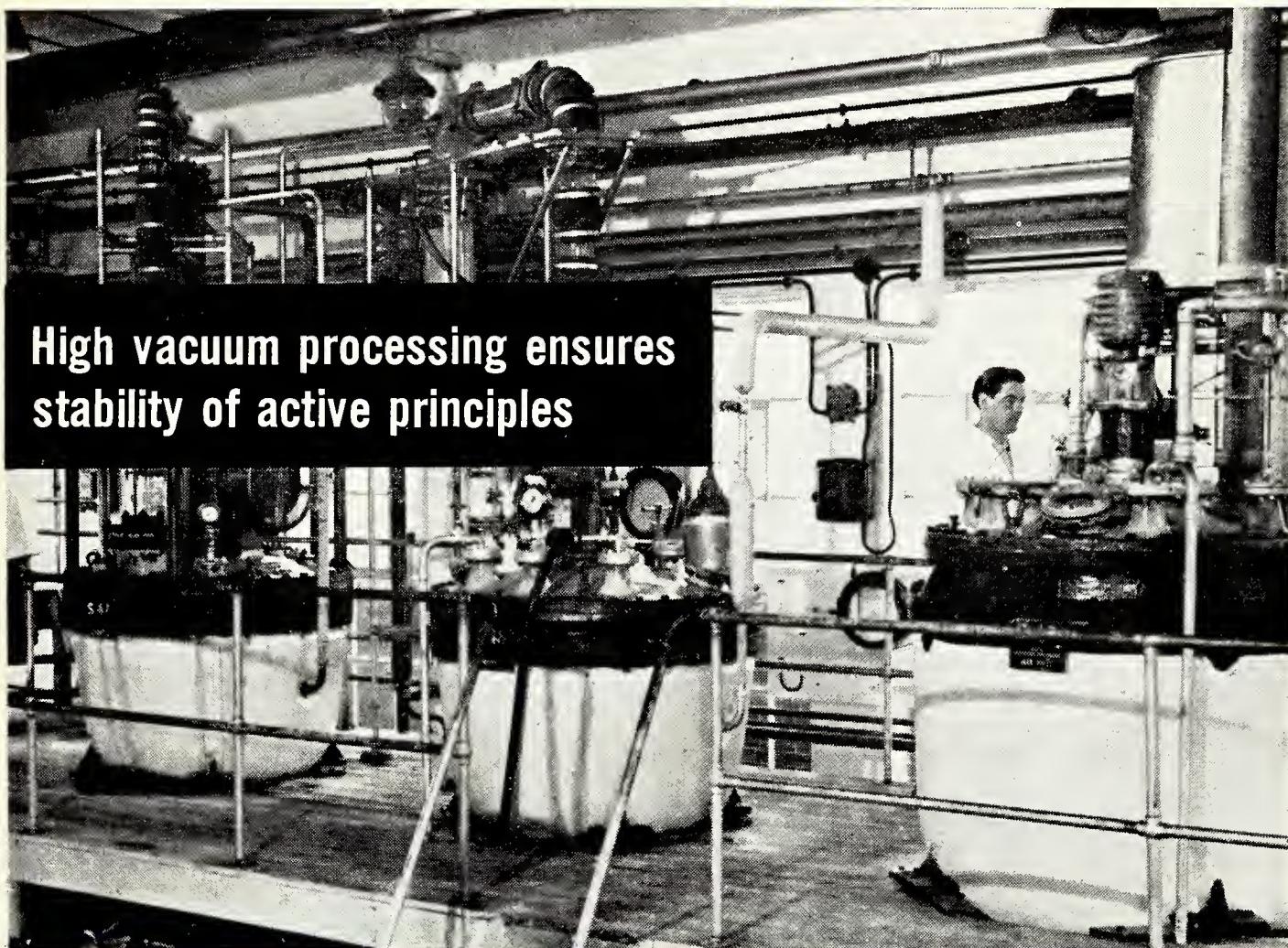
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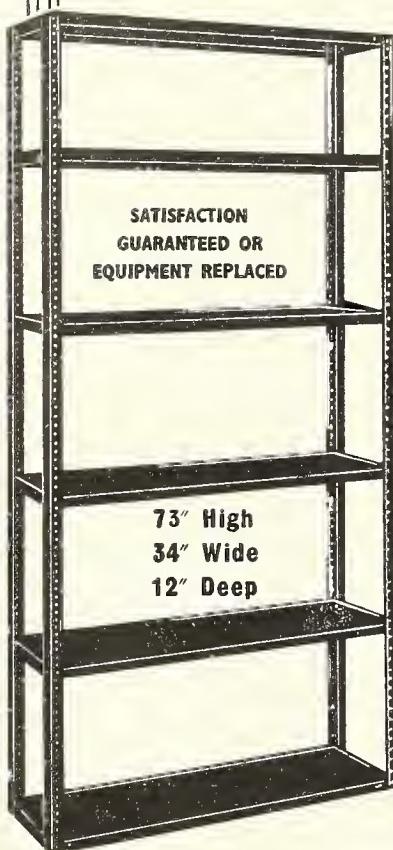
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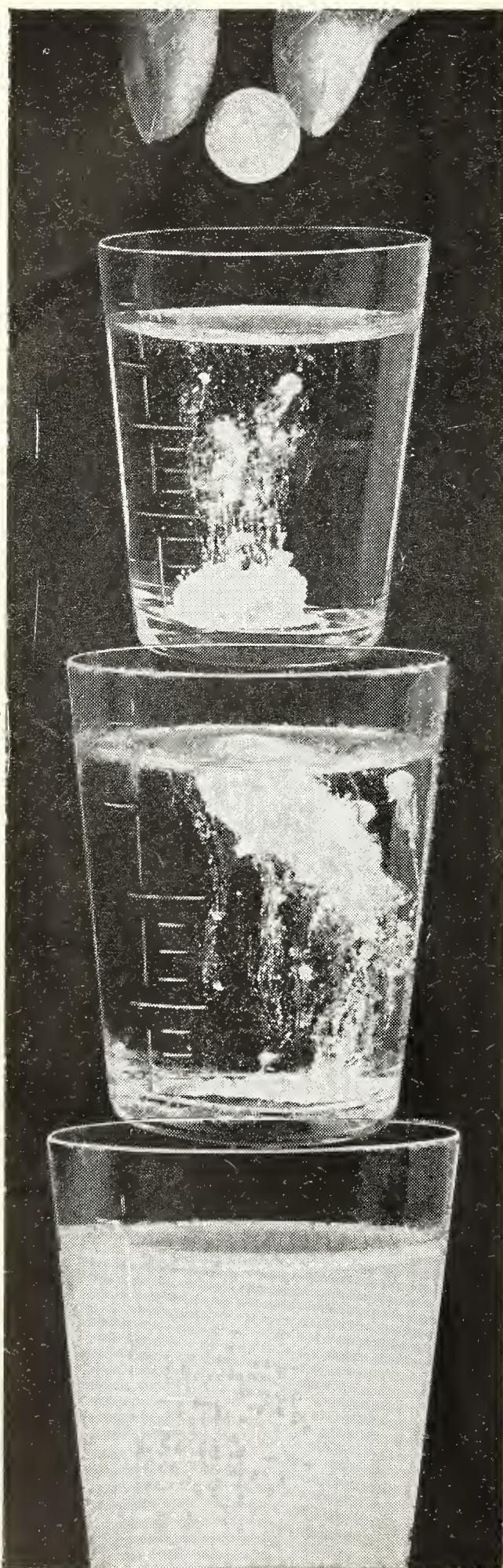
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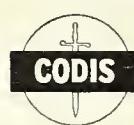


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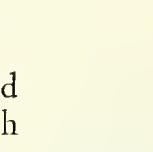
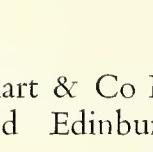
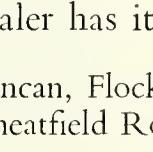
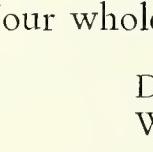
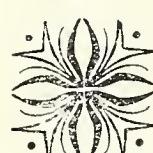
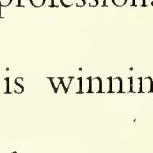
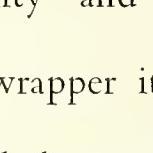
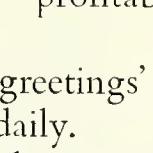
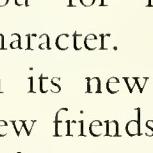
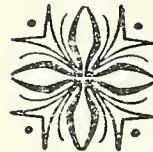
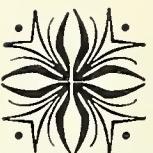
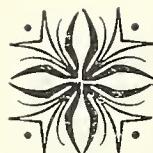
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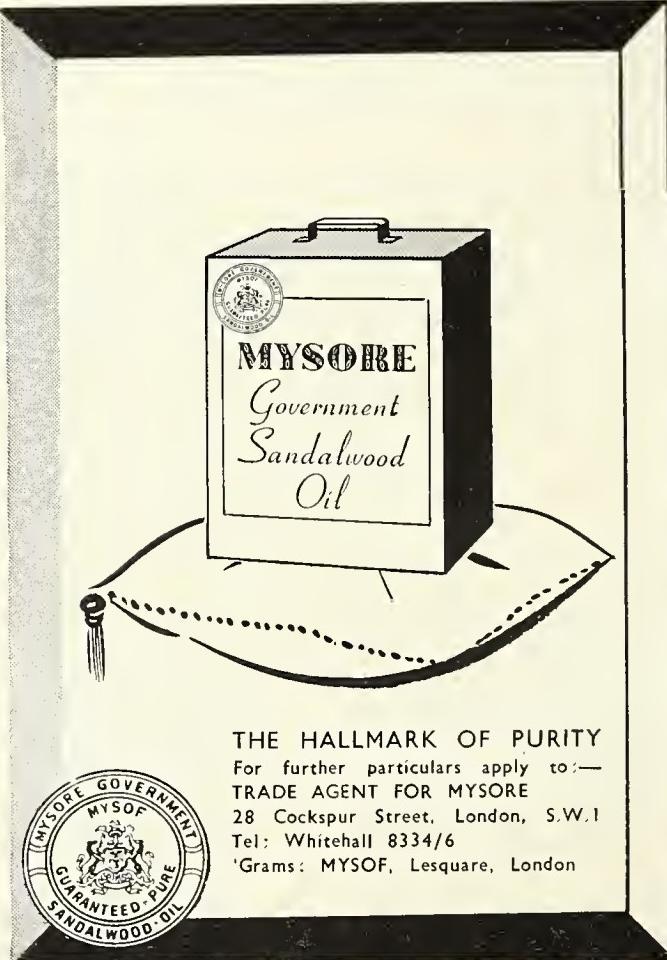
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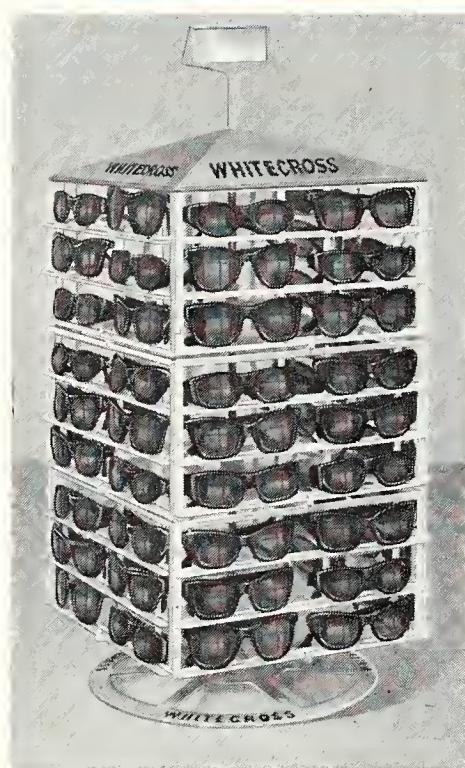
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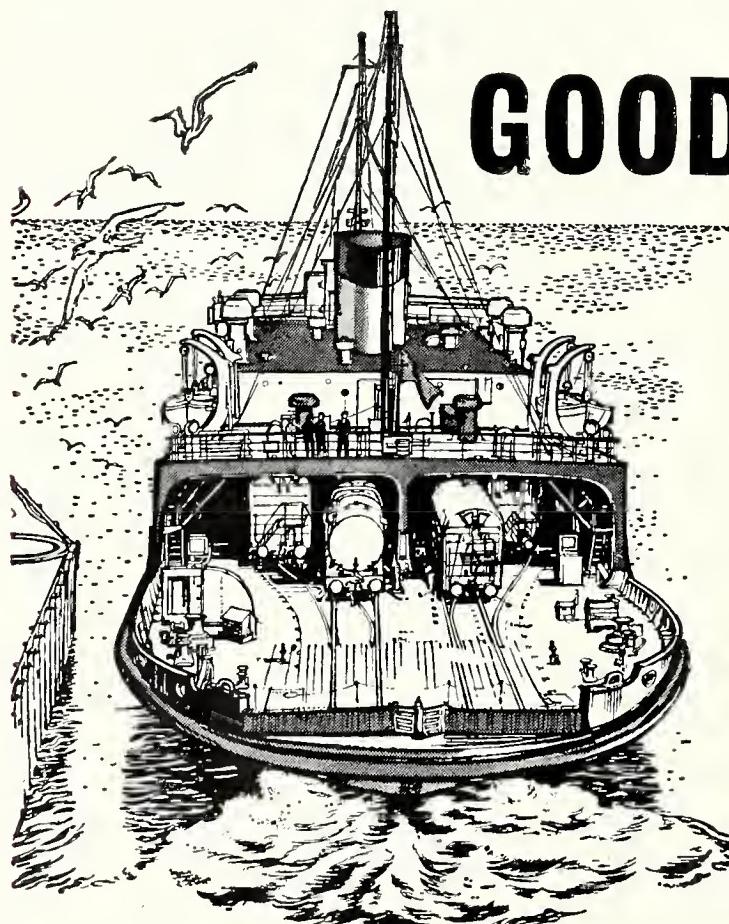


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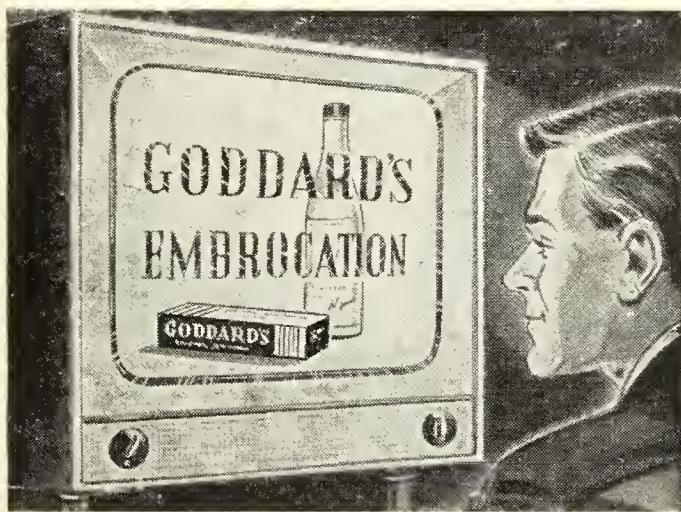
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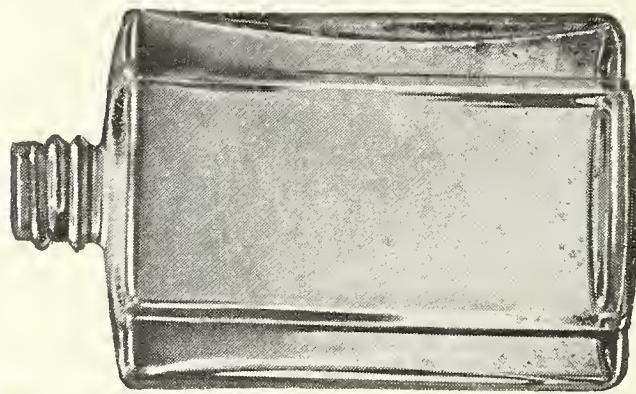


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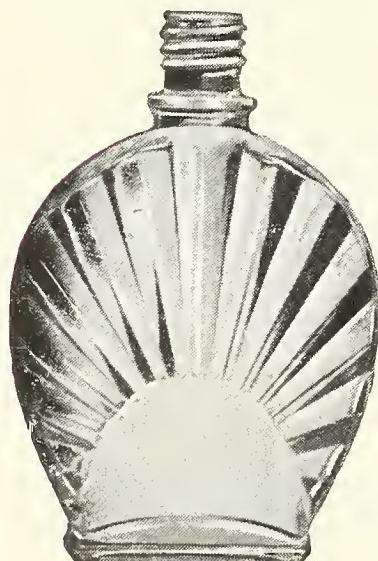
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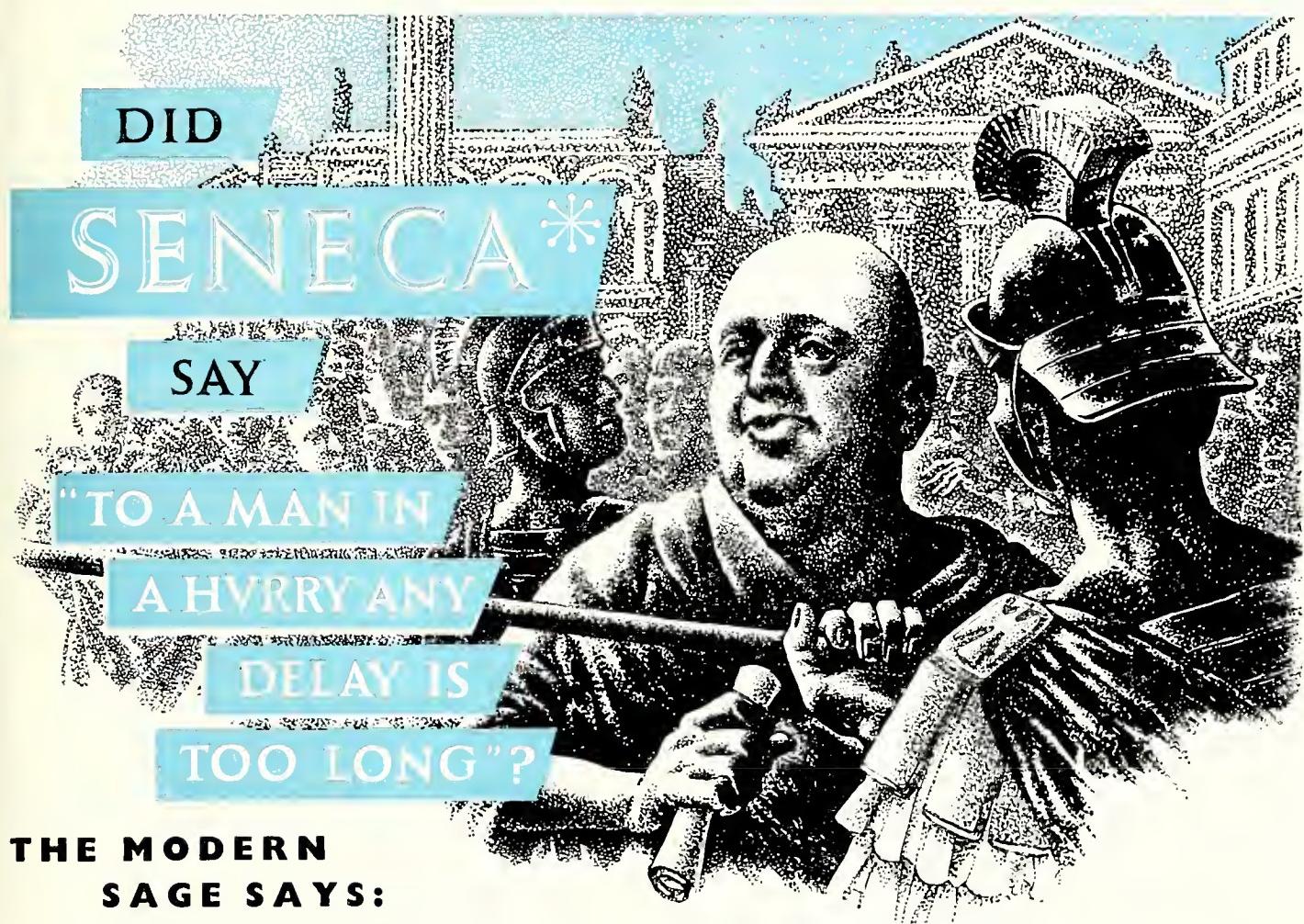
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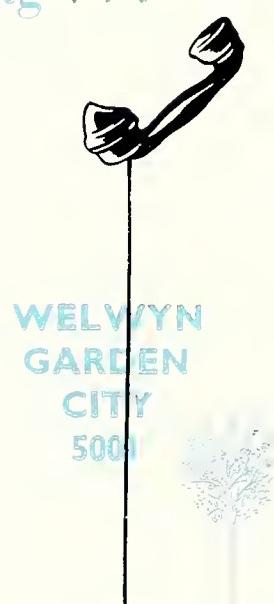
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